**LADY PETRA** 

Frans Heesen talks about creating family space on his new 47m



LUNCH WITH NANCY
Superyacht owner
Nancy Mueller on nine
years of world cruising



DR. NO
New Caledonia above
and below the water
with Tom Perkins





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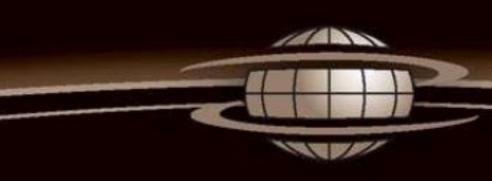
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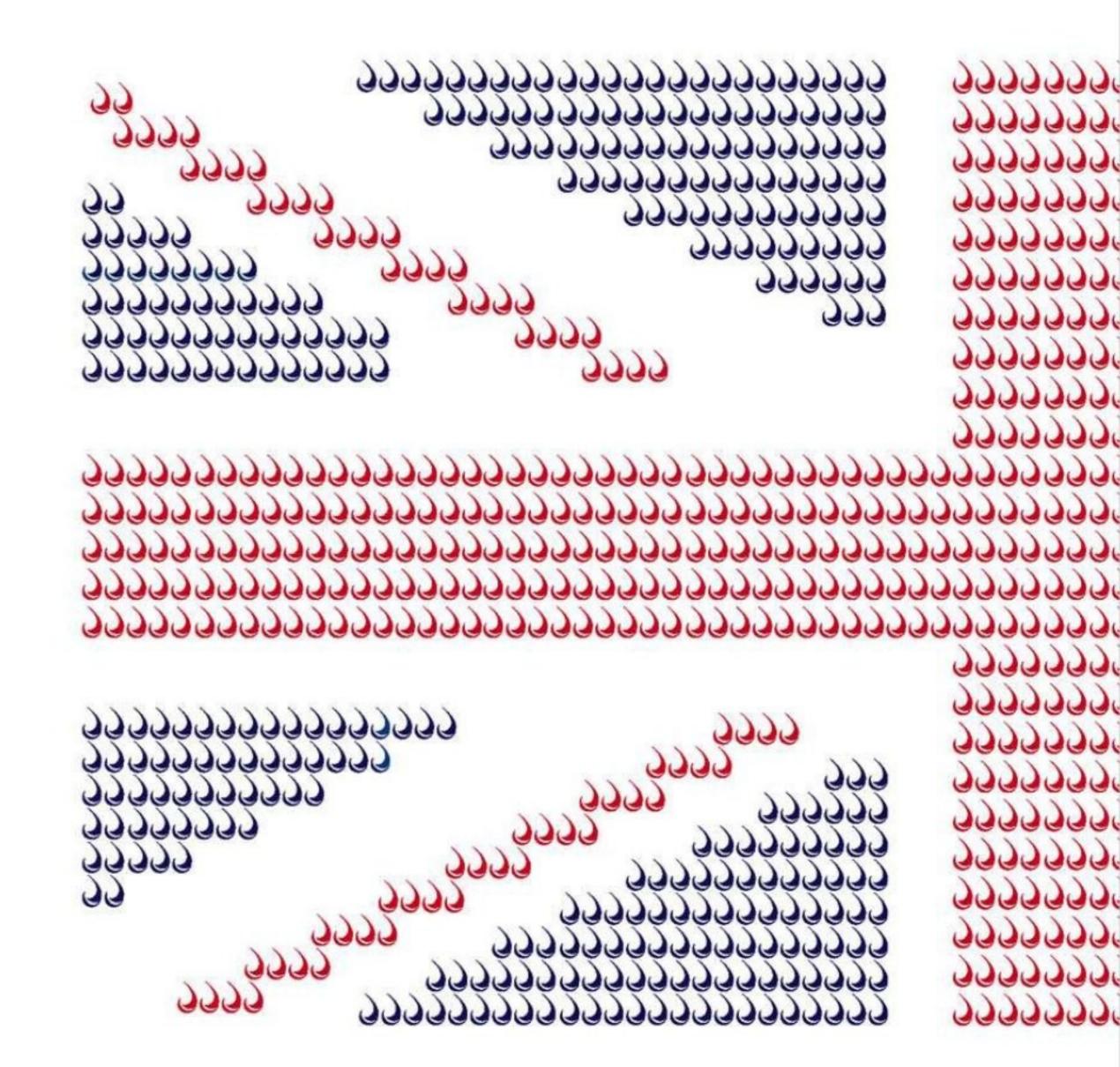
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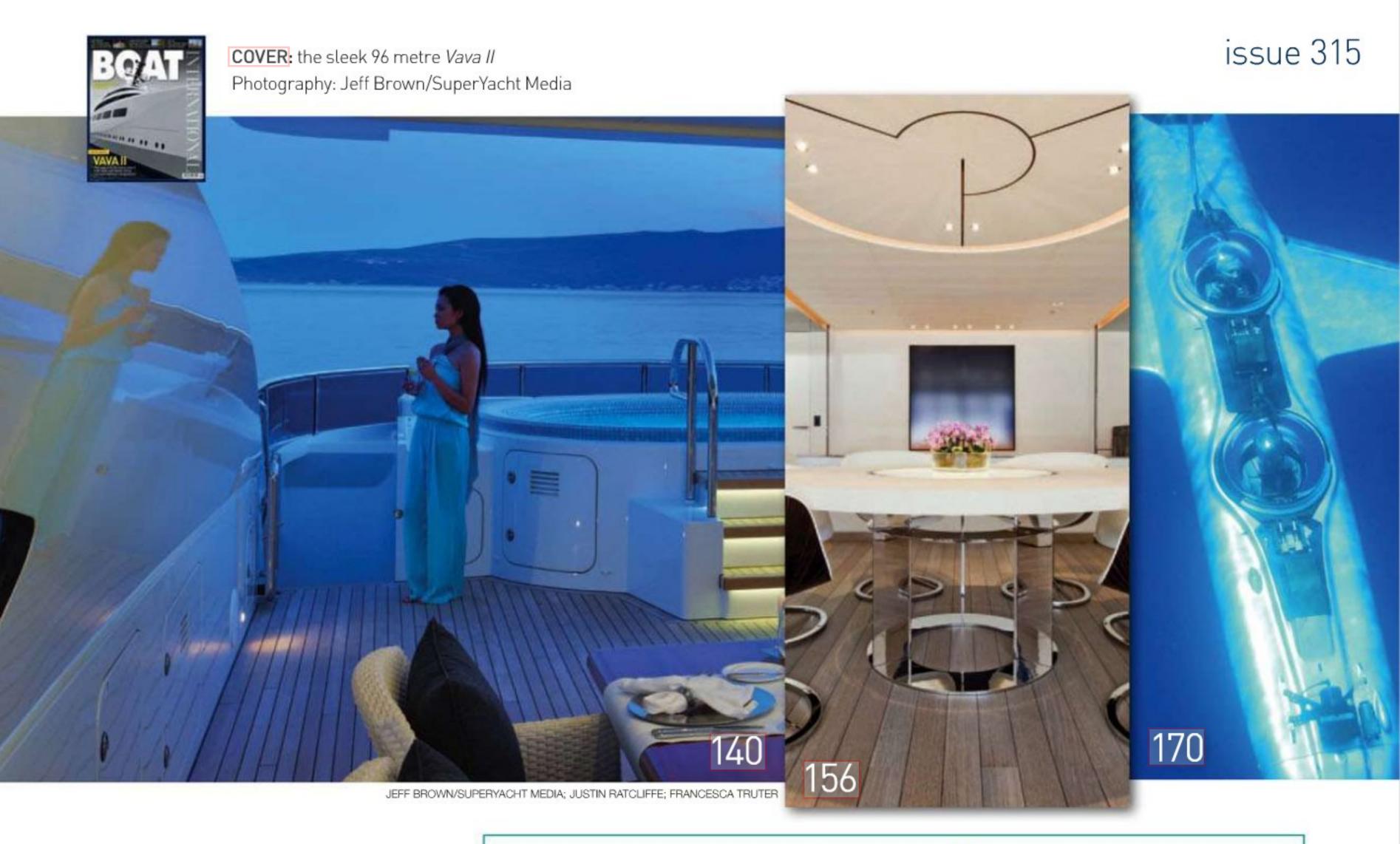


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## september 12

#### international news and events

Eye Opener: between the giant hulls of the catamaran Hemisphere; an enormous sail painting completes 66m Vitters sloop Aglaia; Hakvoort takes on its largest project to date; wonderful variety in the fleet and the courses of the Pendennis Cup; we go for a spin on the first 26m WallyAce yacht Kanga

#### events roundup

The impressive list of speakers is announced for the 2012 Superyacht Design Symposium; and meet the 2012 Young Designer of the Year

### the boats

It is easy, when applying detailed styling to a major new project, to forget that a yacht needs to be a warm and welcoming environment rather than a bold, but cold, design statement. But when design and practicality come together, it can be a real revelation. Enter Vava II, where family life and the finest of design cues are happy bedfellows...

5 1

#### LADY PETRA

The second superyacht for Frans
Heesen, founder of Heesen Yachts, this
47m has been designed to offer the
owners' grandchildren a space for fun
and frolics, and the rest of the family
a haven of peace and relaxation

156

#### ASLEC 4

For an owner who enjoys building private yachts for the use of family and friends, the fourth Rossi Navi *Aslec*, designed by Tommaso Spadolini, still represents a personal project, but – at 45m – on a significantly increased scale

170

#### DR. NO

Even James Bond would have been intrigued by this vessel: a former Japanese fisheries boat, converted under instruction from an innovative owner to superyacht standards – and capable of handling one of the most unusual submersibles afloat





RICK GIBSON; DAVID CHURCHILL; ROGER LEAN-VERCO

#### features

#### ULTRALUXUM

The 48m UltraLuxum trimaran design features folding hull beams that make it stable when sailing and conveniently compact in busy harbours

#### MONACO RENDEZVOUS

Highlights of The Rendezvous that celebrates all that's best about the yachting lifestyle, set against the stunning backdrop of the Principality of Monaco

#### MONACO YACHT SHOW

With Europe's most important superyacht event imminent, we offer the lowdown on this year's essential dock stops – from Ace to Better Place and Lady Linda to La Pellegrina

#### POSEIDON

The 144m Poseidon concept by Eidsgaard Design offers galleon romance with a modern edge 40

86

#### LUNCH WITH... NANCY MUELLER

A lunch date is appropriate to talk with food entrepreneur Nancy Mueller. Her love of cruising survived personal tragedy and flowered into years of exploration on her yacht *Andiamo* 

#### → AN

#### regulars

#### AMERICA'S CUP DIARY

The America's Cup World Series regatta landed in Newport, Rhode Island, where thousands thrilled to the racing between wing-masted AC45s

#### 65

fer tial ter nda ina 188



#### DR. NO EXPLORES NEW CALEDONIA

Part of the fascination of New Caledonia – aside from its long white-sand beaches, coral reefs and great food – is the wonderful South Pacific marine life. So there is no better way to experience the islands than aboard Tom Perkins' *Dr. No*, and its fabulous 'flying' submersible

#### MARKET ANALYSIS/BROKERAGE

This month our analysis of the market looks back over the first six months of 2012, with expert advice and interpretation from top brokers. There's also our roundup of yachts sold and new to the market, as well as the most notable price updates

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## editor's letter





'If you don't write something soon,' my production editor Ivan explained down the phone, 'I am going to take the editor's letter from Sparkle magazine and use that.' He's good at threats, is Ivan, and the thought of him lifting the words from a mag written with the bouncy optimism designed to appeal to nine-year-old girls has done the trick. The last-minute nature of publishing Boat International means things

sometimes hang on a knife-edge – as I write this, I am blasting across the waters off the south coast of Mallorca in pursuit of a yacht for an exclusive. (Read October's issue to find out what...)

This is far from an isolated example. Three weeks ago I sat in a restaurant with Jeff Brown, our photographer from SuperYacht Media, on the fringes of Porto Rotondo in Sardinia watching the Euro 2012 football final. The atmosphere was muted – Italy taking a hammering – and we also faced the knowledge that the yacht we had come to shoot was taking a hammering of its own in the Golfe du Lion and might not make it in time. With Jeff due to fly to Mexico, and the yacht gearing up for a solid summer season, the window was rapidly closing.

But as the final whistle blew, the call came through – the yacht would drop anchor off Portisco by 8am next morning. We had three hours to photograph what we could of the interior.

This might not sound like much of a challenge, until you realise that our target was the exceptional 96 metre yacht *Vava II*. Extraordinary work by the crew, and fine shooting by Jeff meant that, in three hours, we managed to capture some of the detail of this magnificent yacht. You can see the results in our exclusive feature starting on page 110. Our thanks go not only

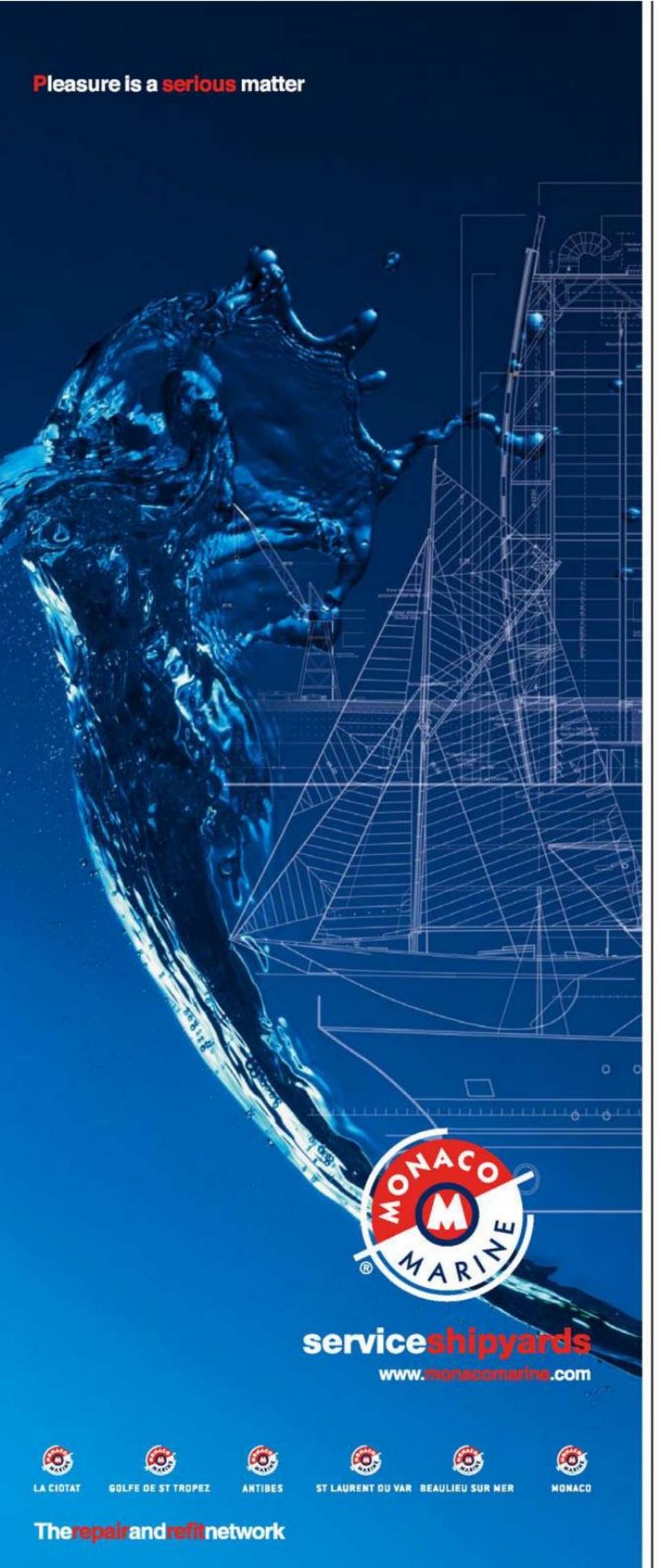
to the Principal and the management team for allowing us access to this modern classic, but also to the crew for pulling out all the stops to get her looking at her finest.

It is this unique interaction with owners that allows us to bring you the very best of the superyacht world: also in this issue we talk to Frans Heesen about the design and style of his new 47 metre yacht, *Lady Petra*; we catch up with American superyacht owner Nancy Mueller for lunch, where she tells us about nine years of world cruising on her yacht; and we explore New Caledonia – above and below the water – with owner Tom Perkins, whose yacht *Dr. No*, a converted Japanese fisheries vessel, has a dedicated submersible platform.

Meanwhile, in our brokerage news section, we take a close look at the first six months of 2012 and talk to leading brokers from around the world to gauge where the market is now. There's good news and not so good, but bear in mind that our data – the most accurate and comprehensive in the industry – also shows that there are now an astonishing 13 yachts over 100 metres in build (see last month's analysis for more).

And as I write that sentence, we have pulled up alongside our prey off the coast of Mallorca, and I know that another exclusive is in the bag. No need for the bouncy optimism of *Sparkle* – you have a healthy supply right here...

Tim Thomas





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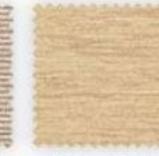




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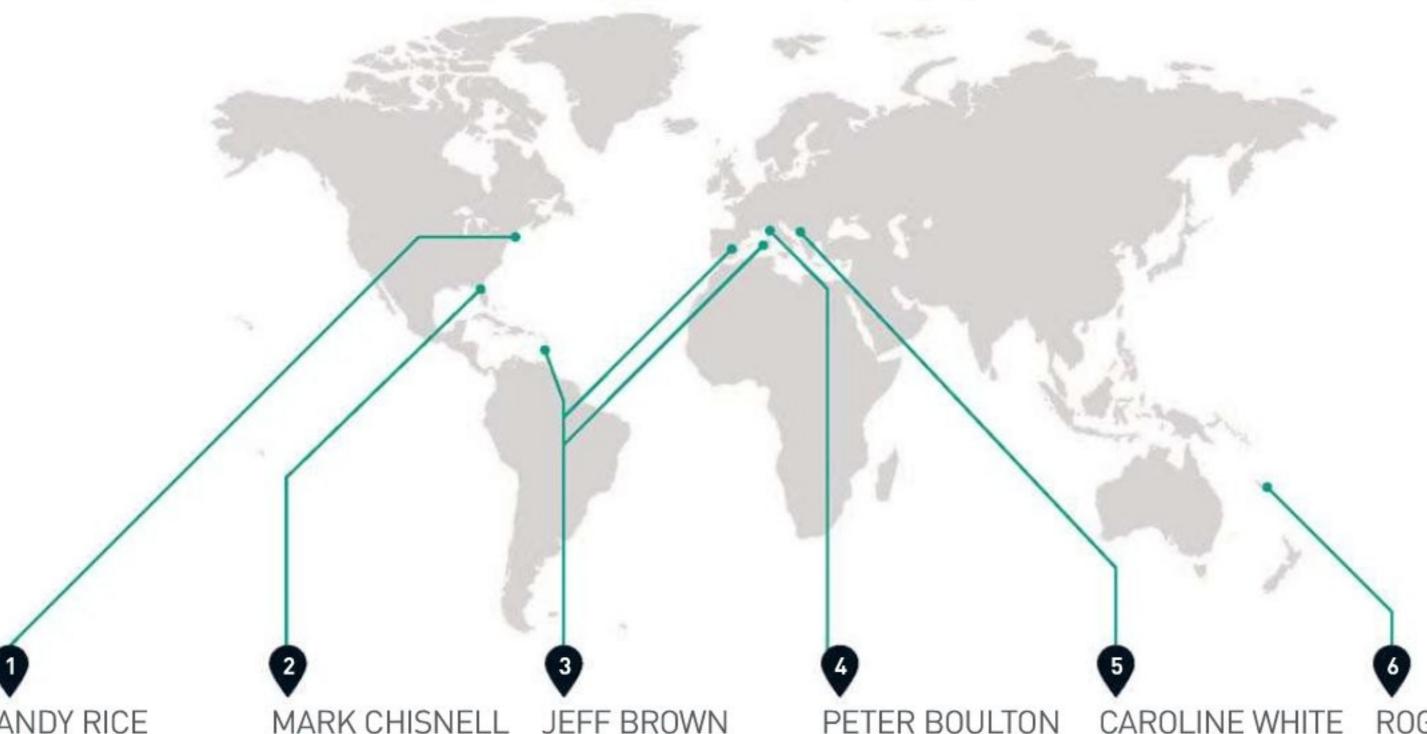
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## contributors' notes

issue 315 september 2012

## 'One of my greatest pleasures is to see a yacht conceived for a specific purpose, especially when it has been brilliantly executed'

Roger Lean-Vercoe, Dr. No, page 170



ANDY RICE USA



After some ho-hum performances in Europe, I'd begun to wonder if the sailors at Oracle were really that bothered about results on the AC45 circuit. But after a barnstorming performance in Newport, I've revised my view. Whichever way you look at it financial, technological or in pure sailing terms - the Defender is going to be very hard to beat.

Page 57

MARK CHISNELL USA



The 'Lunch with...' series of interviews has enabled me to meet some fantastic people and the latest, with the wonderful Nancy Mueller, was no exception. But it was the first to hit that age-old restaurant problem - staff that need to lock up and go home. Otherwise, I think we could have gone on talking straight through to supper and beyond...

Page 86

JEFF BROWN Spain, Italy, Caribbean



Sometimes
photographing the
world's finest yachts
can be a challenge,
particularly when
working around the
schedules of owners
and guests. I shot Vava
// in three locations,
each against the clock
– truly the smallest
window for the biggest
boat I've shot yet.

▶ Page 110

PETER BOULTON Monaco



My most distant assignment since last year is Monaco, about 12 miles from home. Statistics for Monaco are incredible, like zero unemployment because 48,000 French and Italians commute daily, which must explain why the trains are always stuffed. So I drove - bad choice, because not all commuters use the trains. Happily, Aslec 4 was a cool haven away from the traffic. If only it had been somewhere slightly more far-flung.

Page 156

CAROLINE WHITE Montenegro



Imagine being the Heesen Yachts employee tasked with installing the door hinges that Frans Heesen, founder of the yard, would pass each morning on the way to the breakfast room of his 47m yacht. They may still haunt daydreams in a Dutch boat shed, but, like the rest of Lady Petra's fixtures, they are flawlessly appointed. She's a fitting yacht for a man who built his reputation on quality.

➤ Page 140

ROGER LEAN-VERCOE New Caledonia



One of my greatest pleasures is to see a yacht that has been conceived to fulfil a specific purpose, especially when it has been brilliantly executed. But actually being aboard such a yacht and experiencing her owner living his dream is even better. Tom Perkins found and modified a yacht on which to base his Super Falcon submersible and it does exactly what it said on his wish list. Perfect.

▶ Page 170







#### THE ART OF YACHT DESIGN

Tim Heywood is a modern master of yacht design. Where he leads, others follow. With the thrilling Amels 199, Heywood is redefining the concept of a modern classic.

Even in her unfinished state, the sneak preview images of the Amels 199 reveal the beauty of her lines. Set to become another icon of Amels' successful Limited Editions concept, the Amels 199 takes the perfect path between full custom and semi-custom.

Construction of the Amels 199 is progressing ahead of schedule, with the yacht due for delivery in spring 2013.



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## Huge sail painting makes Aglaia performance art

Little is known about the 66m performance sloop Aglaia – but what is known is uniformly exceptional. Her 83m carbon mast is one of the tallest in the world and the largest ever produced by Southern Spars; Dubois designed her with targets such as hoisting the mainsail in less than two minutes and tacking the boat within 30 seconds; and her builder Vitters developed an innovative staysail furler for her.

Suitably for a boat named after the Greek goddess of beauty and splendour, *Aglaia* is also a gorgeous-looking yacht. Chief among her charms is the painting by Norwegian artist Magne Furuholmen on her Code 1 sail, which at about 3,600m² (both sides of the 1,787m² Cuben Fiber sail) is one of the largest fabric paintings in the world.

The owners had a series of Furuholmen pieces on board and after the christening chose to make his art a more integral part of *Aglaia*'s DNA – by putting his work on her sail. Furuholmen was given no specific brief and he told the owner he would make no sketches ('you're going to have to trust me').

'When I got asked to do this particular commission, I decided to take a modern approach to portrait paintings of 100 years ago,'



Magne Furuholmen used letters from the owner's family names to create an abstract narrative in the orange sections of the Code 1 sail artwork





Furuholmen says from the deck of *Aglaia*. It's my interpretation of a history. I try to find an angle that both has a connection to the context in which the work is going to be placed and a connection to that person whom I'm portraying.'

For the artist and musician (Furuholmen was keyboardist and art director of the band Aha) the 'natural approach is to find a linguistic point into the situation'. For the sail, he began with the Christian names of the owner's family, the letters becoming a 'personal alphabet' to generate words. With these he created an abstract narrative (in the orange sections) – a family portrait in text.

'The idea is to trigger different associations connected to the words in different people,' says Furuholmen. 'I did choose words that to me had some connection to the owner's history, but they are general enough to generate meaning also for the uninitiated.'

He continued with coloured paper cut-outs to form a general layout, then a design painted on a 4m high Perspex wall. 'I had to make a work that was both translucent and semi readable,' he says. 'It would

show itself differently in different circumstances. When there's sun it has a particular front and a particular back and when it's grey it has a different look.

To try out these aesthetics, a smaller test sail with the artwork was created and sailed in Majorca. There were some alterations: 'I was particular about the hue of the orange and how it responded to light conditions,' he says.

The final version was produced by a team of sail painters in Majorca, with North Sails ensuring performance was not compromised. It was technically challenging because the material is unique, says the artist. It's Kevlar and carbon fibre so it's hard to find emulsion to both attach itself to the sail and withstand wind friction and all the things it has to live through.

But they succeeded. The result is that *Aglaia* is a performance giant notable as much for her aesthetics as her extraordinary technical capability. We may still know little about this yacht, but we'd recognise her anywhere.

# Exhibiting at the MONACO YACHT SHOW 2012

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## History maker: largest order to date for Hakvoort

In the current economic climate, every new order is welcome. When that commission comes from a new client with no affiliation to the yard, it is good news indeed. And when the project is the largest to date at the yard in question, there is a real cause for celebration.

Albert Hakvoort Sr has seen a great deal in his long career at the family-run operation in Holland that bears his name. He started working at the yard at the tender age of 14, and his self-effacing dedication and gritty pragmatism continue to inspire it - he has co-directed with his sons Klaas and Albert Jr since the early 1990s.

The 72-year-old patriarch certainly had a spring in his step as he showed us around the expanded dry-dock facilities that made possible the new order for a 61m motor yacht, signed the day before. Hakvoort Sr says the contract vindicates strategic decisions taken several years back. 'At that time we felt other high-end yacht builders were focusing more on builds in the 70m-plus range and neglecting the spectrum between 40 and 65m. At Hakvoort we have made our name - and won many awards - for yachts around the 40m mark, and the step up to this level was clearly possible with the right facilities in place.'

Hakvoort Shipyard was already working on a 40m project and this new order will keep its craftsmen pleasingly busy. Remarkably, the new contract was signed just four weeks after the owner first visited the yard with a broker from Moran Yacht & Ship. 'The client knew

exactly what he was looking for and felt this was the yard to create the ultimate motor yacht in this length, adds Hakvoort Sr.

'Among the very specific requirements was a private owner's deck in between the main and bridge decks. This frees up space on the main deck for a VIP stateroom and four guest suites, all of which will afford magnificent views through the large windows. There will be further luxury facilities on the lower deck, including a hammam and massage room, plus a large swimming pool on the sundeck. It's going to be pretty impressive.'

Sinot Yacht Design is drawing both the exterior profile and the interior, with Diana Yacht Design taking care of naval architecture, construction and engineering. Sander Sinot is equally enthusiastic about this project, which he says will be 'characterised by a perfect symbiosis of pure geometry, clear lining and rich detailing, materials and style. We will connect the sky and earth in a unique domeshaped ceiling in the master stateroom, consisting of concentric circles ending in a skylight. It is an honour for my company to be involved in such a history-making build at Hakvoort'.

Among the other notable features of the motor yacht will be a spacious lazarette housing two large tenders, which will launch from both sides of the vessel. A particular effort will also be made to accommodate crew comfortably on the lower and bridge deck. The new slipway at Hakvoort will be used for the first time when the yacht is delivered in May 2015. **Andrew Rogers** 













## Eclectic fleet battles for Pendennis Cup

Thirteen boats competed in the third Pendennis Cup in Falmouth Bay in June, equalling the combined totals of the previous two editions. Following the late withdrawal of 49.5m schooner Eleonora, Classes 1 and 2 were amalgamated to form a fleet of nine eclectic boats. This sailed in a semi-pursuit style of races, while the four classic yachts in Class 3 had conventional line starts.

In the combined class the leading three boats in the first race the 34m sloop Unfurled, followed by the big schooners Adela and Athos - finished off Pendennis Point within 27 seconds of each other. 'The helmsman was concentrating so hard he couldn't look back,' said Adam Bateman, Unfurled's captain, 'but he could almost feel the bowsprits prodding him in his back!' The 1915 schooner Mariette finished fourth, but she was close enough to the leaders to win on corrected time.

The next day Unfurled was first across the line again and in a good enough time to win on handicap. After a lay day, there was a lighter breeze for the third race, in which the 19m class Mariquita took advantage of the conditions that suited her so well by finishing

second and winning on time. This is a disparate group of boats, said professional race officer Peter Craig, 'and we're looking to give them a variety over the four days so that it's not the type of courses that determines who wins the regatta.'

It was fitting, then, that two such different boats - Mariette and Unfurled – were the joint leaders going into the final day. As the fourth race progressed, it seemed as if Unfurled was establishing a lead that would be more than enough to save her time, until a navigational error took her to the wrong mark. Although she recovered to complete a clean sweep of line honours, she was sixth on handicap and the Pendennis Cup went to Mariette.

'We are absolutely ecstatic,' said Duncan Adams, Mariette's tactician, 'especially as we were second in both of the previous Pendennis Cups. But it was really unlucky for Unfurled.'

In Class 3, the 1904 Fife-designed Mikado and Ed Dubois' 1965 Admiral's Cupper Firebrand both had two firsts and two seconds, but after the 'last race' tie-break system had been applied, the Little Dennis Cup was awarded to the newer boat. Nigel Sharp

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# STAR

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# BI takes a spin on Kanga



This magazine recently tried out the first 26.23m WallyAce yacht Kanga in Ravenna, Italy, at the invitation of Wally founder Luca Bassani.

The unusually styled design, which we first reported on in October 2010



offers high volume, comfort, stability and reduced fuel consumption. Kanga, launched in June, was the first to leave the yard, but two more have been ordered, with launch dates at the end of 2012 and in spring 2013.

On board Kanga the 7.75m beam feels extremely roomy, especially in the saloon and aft deck, while the two lower deck VIP cabins have 2.3m of headroom and enormous openable windows on to the transom platform. Kanga's owner chose a four cabin layout, with two twins further forward, but a three cabin option is also available, joining the two VIPs to create one enormous master cabin.

'The third owner who has made an order wants it open,' says Bassini, 'and for us that is the cherry on the cake.'

To reduce fuel consumption and increase performance, Kanga features an innovative displacement composite hull with the Wallybow, a vertical bow aimed at piercing waves, with an incorporated bulb. This feature was designed by Wally, Allseas and Luca Bassani Design.

To the same end, Kanga features two low-RPM 385hp Caterpillar engines that give her a top speed of 13 knots and a cruising speed between 11 and 11.5 knots. At 12 knots she is expected to have a range of 3,000nm, at nine knots 5,000nm and at eight knots, 10,000nm. On our visit she was consuming 21 litres of fuel at nine knots.

Look out for more on Kanga in future issues of Boat International.

# On the iPad this issue

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## Aslec 4

On the iPad you'll see more images of chic 45m Rossi Navi *Aslec 4*, another product of an 18-year friendship between the owner and Tommaso Spadolini



# Dr. No

This 37m yacht was converted from a former Japanese fisheries training vessel to carry an extraordinary sub – check out the iPad app for extra pictures of her



# Ocean Traveller: Dr. No and New Caledonia

See more of images of New Caledonia on our iPad app, as *Dr. No* and her sub explore this land of French culture, South Pacific beauty and splendid isolation









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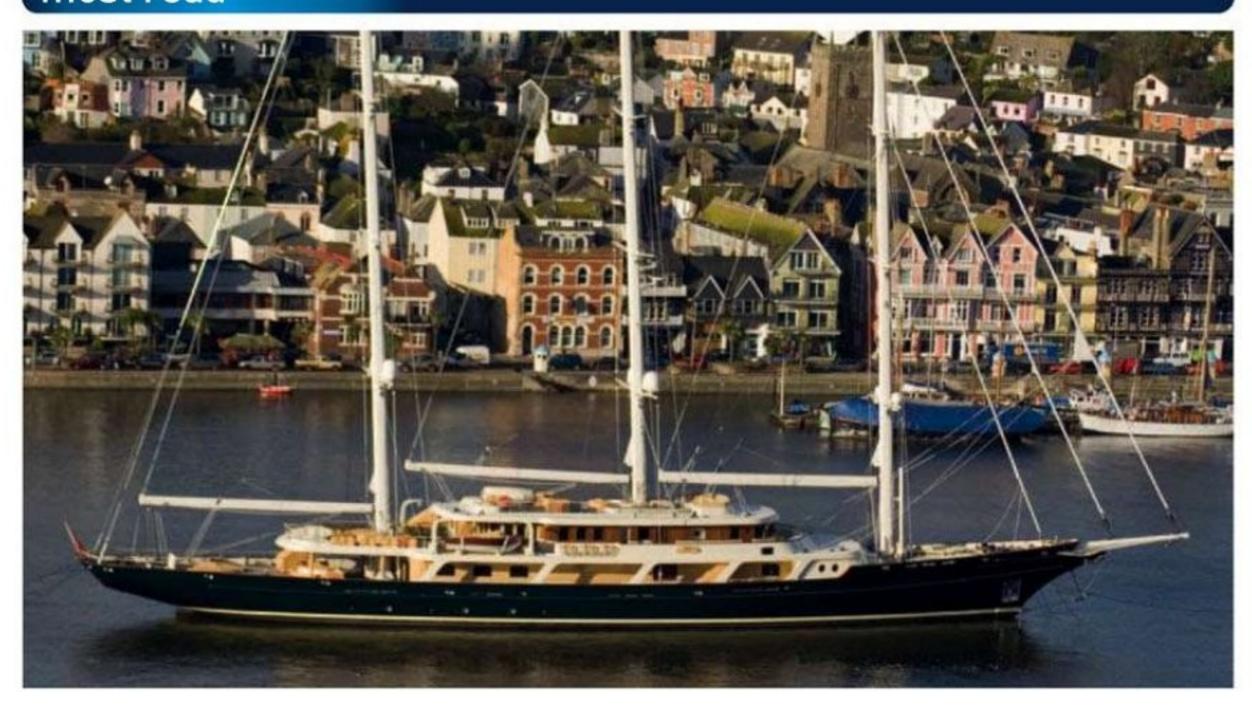
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**Fire on** *Eos* Our story on the fire on board the world's third-largest sailer has racked up more hits than any other in recent weeks. The 82.6m *Eos*, owned by entertainment mogul Barry Diller and his wife Diane von Furstenberg, caught fire in Oslo harbour, but damage was limited to the top deck and no one was injured



**Flying Fox sold** Our report confirmed rumours that 73.55m Nobiskrug Graffiti had been sold. Leaving the yard with a new name, Flying Fox, and a grey paint job, she could be the most significant sale of the year so far



## Highlander

The iconic 46m Feadship, built for the Forbes family in 1986 and painted green ('the colour of money'), was sold by Bradford Marine Yacht Sales

# yard round-up

Oceanco's second launch of the year (after 88.5m Nirvana), the 85.6m project Y708 has been spotted under tow in Rotterdam; after the 2011 sale of 42.3m Masquerade of Sole, the yacht renamed A2 has left Pendennis after being lengthened to 47m and extensively refitted; Moran Yacht & Ship has sold a 61m Hakvoort new construction project

# design round-up

Polish yard Sunreef has introduced the new 85 Power, a tri-deck with the stability and other benefits of a catamaran; Van Geest Design has unveiled its sturdy 32m Global Cruiser, designed for easy use and maintenance to reduce crew and running costs; specialist refit yard Quaiat has restored the historic motor yacht Ambriabella

# top 5 hot topics



#### Indio Tender

Swedish yard Rupert Marine has delivered a 15.5m customised version of the Rupert 50 Wheel House RIB tender, which will serve 30m Wally sailer *Indio* 

# Feadship hull 808

Our video shows the challenges of transporting superyachts, as a 101.5m hull is moved in segments from Rotterdam to the Royal Van Lent Shipyard

#### Plan B

This 73m superyacht, designed by Focus Yacht Design and built by ADM Kiel, has been delivered to her owners and taken on a cruise of the Côte d'Azur

#### Anastasia

Edmiston confirmed that it has signed the 75.5m Oceanco motor yacht *Anastasia* for sale. She is asking €125 million

Amer 92 on Twitter
Italian yard Permare will update
the progress of its 28m build each
day until its September launch

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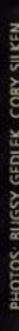


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# Supervacht Design

# UltraLuxum moves on





The genesis of the UltraLuxum CXL160 trimaran, involving a prince, a flying boat and a watchmaker, has something of the fairytale about it. But Jean-Francois Ruchonnet, founding partner of the UltraLuxum Group and a former chief of horology at Chopard, has worked to make the design a viable reality.

'I had a beautiful house on Lake Geneva with a water view, and in 2006 I saw *Alinghi* 5 being transported by helicopter,' says Ruchonnet of the 27 metre sloop-rigged catamaran built by Ernesto Bertarelli for the 33rd America's Cup. 'I thought, "My God, this is amazing. One day I too would like to create a beautiful yacht."'

Indeed, after 27 years of creating fine watches, fifthgeneration watchmaker Ruchonnet left to design his multi-hull. His *chutzpah* received a royal seal of approval.

'I met Prince Albert in Monaco three years ago,' recalls Ruchonnet. 'He said this was a very interesting project and that if I wanted to come to Monaco I would be welcome. So I decided to go to there to create a company, UltraLuxum, to develop the design.'

The concept – still at the design stage and awaiting a client – connects the luxury yachting scene so vital to the culture of Monaco and the exhilarating sailing that inspired Ruchonnet on Lake Geneva. The composite sloop-rigged trimaran will feature a 55 metre mast with about 1,200 square metres of sail area and is estimated to reach 25 knots under sail. It will have a master cabin and either four guest cabins, or three guest cabins and a spa. A contemporary interior scheme was penned by naval architect and designer Jean-Jacques Coste, with the support of UltraLuxum's Jessica Sbaraglia. If built, it will be the largest cruising trimaran in the world.

But the design's most exciting feature is its folding hull beams, which reduce the width from 23 metres in a sailing configuration to 11 in harbour configuration. These enable stability at sea and make access to crowded marinas easier. Ruchonnet invited multihull specialist Coste to be his partner and he has been invaluable in giving the concept a solid technical foundation.

'We are working on a system for the moving hull beams that is as simple as possible,' says Coste. 'We cannot talk much about it, because it will be patented. But we can say that the outriggers rotate forward.'

This is not the only development since we first reported the UltraLuxum on our website last year. The flybridge has been widened, the mast bulkhead moved back a metre to increase space and the floors lowered to improve headroom and visibility.

The design has also blossomed into a range of four, comprising a CXL130 (39.6 metres), a CXL100 (30.4 metres) and a super-light CXL80SL (24.3 metres), as well as the 48 metres, which can also now carry a car.

For all these models, only sustainable wood approved by Prince Albert's Wood Forever programme will be used in veneers, teak decking and so on. There is also an emphasis on environmentally friendly power.

'We are working on diesel electric propulsion,' says Coste, 'and it could give us hours of silent running with no generators, as we are working with a lithium-ion battery manufacturer, [so] we can also save a lot of energy.'

The modern, innovative attitudes of the designers have led to much interest through the UltraLuxum's broker Bluewater.

'New internet billionaires are appearing,' says Coste. 'They don't come from the culture of the classic motor yacht; they want a new boat with the 'wow' factor. They are open to this kind of concept and we are discussing the idea of a version of this boat with a prospective client.'

So, like one of Ruchonnet's cleverly designed watches, it looks as though this yacht just might make the transition from dream to reality.





The trimaran pictured above and top features innovative folding hull beams, reducing a 23m width to just 11m when accessing busy marinas







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An impressive list of senior industry professionals and superyacht owners have confirmed their attendance at the 2012 Superyacht Design Symposium at the Mandarin Oriental Hotel in Miami on 23 and 24 October, just before the Fort Lauderdale International Boat Show.

The symposium has quickly become established as a key platform for the exploration of significant and topical issues relating to superyacht design. This unique gathering of like-minded individuals brings together owners, yacht designers, builders and industry professionals for two days of lively discussion and networking events.

With 31 confirmed speakers for this year's event, the 2012 Symposium looks set to attract its biggest audience yet, with a broad range of topics affecting the superyacht industry up for debate.

Confirmed topics and speakers include:

# Making the most of outdoor living space

Tommaso Spadolini, Frank Neubelt of NC-2 Yacht Design, Brian Paiva of Advanced New Technologies (ANT), and the owner of Aslec 4

 Uncharted waters for explorer yachts and family cruisers Martin Francis of Francis Design Consulting, Marnix Hoekstra

of Vripack, Jonathan Rhoades of Rhoades Young Design, Vasco Buonpensiere of Cantiere delle Marche and the owner of a new Cantiere delle Marche Darwin class explorer yacht

## Defining beauty in yachts – the new aesthetic

Rémi Tessier, German Frers of Frers Naval Architecture and Simon Rowell of Bannenberg & Rowell

# Advances in design of performance cruising sail boats

Luca Bassani from Wally, Pascal Conq of Finot Conq, Marcel Müller of Green Marine, Merfyn Owen from Owen Clarke Design, Jim Pugh of Reichel Pugh Design, Erik Wassen of Dykstra & Partners, Ed Roberts from Hodgdon Yachts and Jonathan Rhoades of RYD

# Working with the classification societies

Chris Dlugokecki of RINA, Ches King from Lloyd's Register, Ilker Yitik of 777 Yacht Group and Martin Baum of Pantaenius & Co

To book your delegate tickets and for special rates of accommodation at the Mandarin Oriental Miami, please visit the event website below.

# Upcoming events

# Presenting the Young Designer of the Year 2012

22 June 2012



On 22 June at the ShowBoats Design Awards gala evening, the winner of the fifth annual Young Designer of the Year Award was announced in front of an international audience of yacht owners and leading superyacht designers.

Sponsored by Camper & Nicholsons International, the Award is a worldwide initiative launched to uncover the industry's up-andcoming creative talents, celebrating the best of superyacht design from the boards of student and trainee designers.

This year's competition drew an impressive number of entries from international students of yacht design, each contestant hoping to take home the €5,000 prize money. Additionally, the winner and top five competition finalists would benefit from a host of incredible opportunities aimed at advancing their early design careers, including complimentary access to the two-day Superyacht Design Symposium held in Miami on 23 and 24 October and an all-expenses-paid trip to visit Lürssen shipyards in Bremen and Rendsburg.

The challenging task set by the chairman of the jury called for the conversion of a former 50 metre survey vessel into a yacht of 'cutting edge design'. It was not easy, but the jury - composed of an elite panel of internationally known yacht designers

including Peder Eidsgaard, Veerle Battiau, Jonathan Rhoades and Andrew Winch - narrowed down the selection to five outstanding finalists and one exceptional winner.

The winning entry was judged to be the ReSeadence 50, designed by Benjamin Julian Toth from Vienna, Austria, whose solution was considered not only to show sympathy with the original vessel, but also to incorporate novel design features within its avant-garde appearance, in particular the beach club facility located on the well deck.

The judges were also impressed by the entry submitted by Jim Sluijter from the Netherlands, whose general arrangement plan for his entry, Project Summer, was considered to be so well conceived and drawn it warranted a judges' special commendation.

'I want to thank Camper & Nicholsons and Boat International Media for supporting young designers,' said Toth. 'I felt truly honoured to be awarded with the Young Designer Award during the Showboats Design Awards in Monte Carlo and the contacts made will, no doubt, provide me with invaluable advice throughout my career.

'I thoroughly enjoyed creating my design ReSeadence 50 and believe that the Young Designer of the Year Award encourages new talent in the industry. I certainly enjoyed working on the project and as a result am reassured that the yacht industry is the area of design that I would like to pursue further as a career.'

The November issue of Boat International will include a feature on this year's Young Designer of the Year Award, in which we'll talk to the winner and all the short-listed finalists, and examine in further depth the brief they were given.





-22 SEPTEMBER Captains' Hideout & Monaco Yacht Show Principality of Monaco



-24 OCTOBER Superyacht Design Symposium Mandarin Oriental, Miami



29 OCTOBER Fort Lauderdale International **Boat Show** Florida



-15 NOVEMBER METS The Netherlands, Amsterdam



8 DECEMBER **Antigua Charter Yacht Show** Antigua, West Indies

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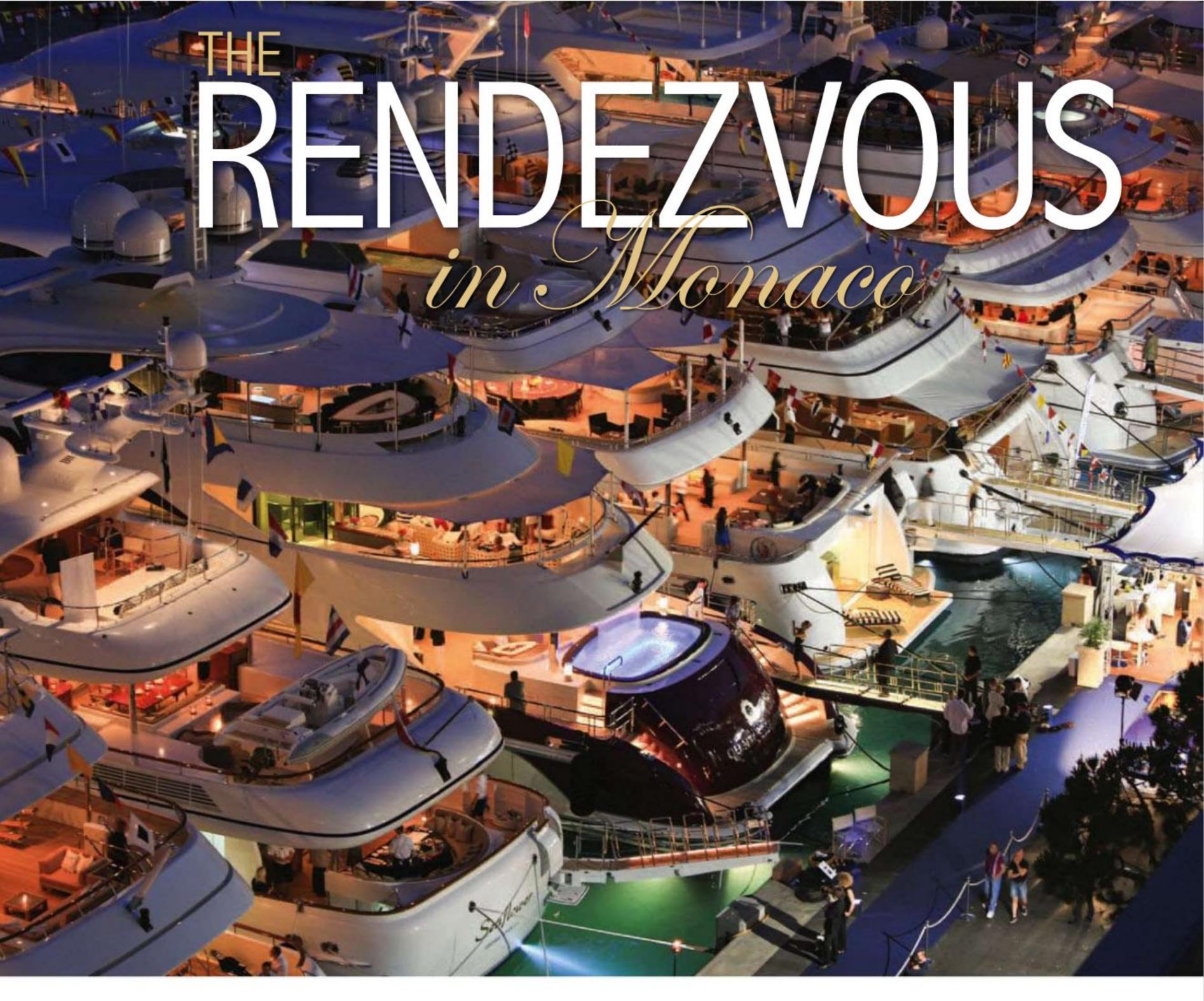
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THE ANNUAL EVENT, ON THE STUNNING FRENCH RIVIERA, ATTRACTED SUPERYACHT OWNERS, THEIR FAMILIES AND FRIENDS FROM ALL OVER THE WORLD

Words: Kate Lardy Photography: Jeff Brown/SuperYacht Media; Mark Sims









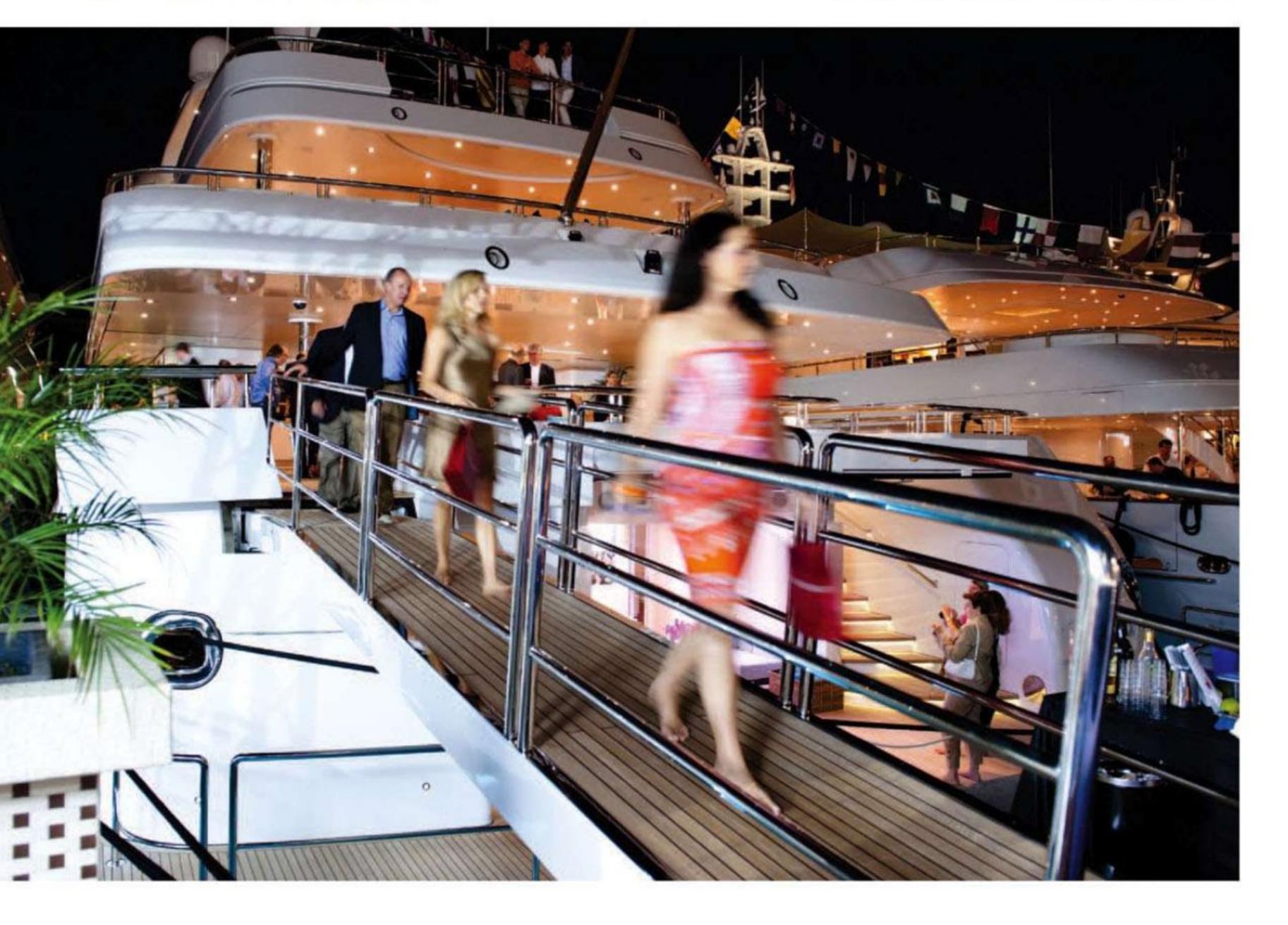


Owners and guests spent four days enjoying events that ranged from a twilight yacht hop to a glittering awards evening in the Monte Carlo Opera House'

A fleet of 11 stunning superyachts dressed for the occasion, gleaming in the Mediterranean sun; an impressive line-up of Rolls-Royces; a Fendi Casa open-air yacht lounge... Never has the Quai des Etats-Unis in Monte Carlo looked so glamorous as during The Rendezvous in Monaco in June, put together by Boat International Media in partnership with the Yacht Club de Monaco.

Owners, their guests and event sponsors spent four days enjoying a host of events that ranged from a twilight yacht hop to a glittering Oscars-style awards evening, held within the auditorium of the breathtaking Monte Carlo Opera House in Casino Square.

A private lunch at the Yacht Club de Monaco – hosted by secretary general of the yacht club Bernard d'Alessandri – started the proceedings. Then, as the sun set, the yacht hop swung into action. Tony Harris, CEO of Boat International Media, along with d'Alessandri welcomed guests from yacht *Quinta Essentia* and the yacht's owner to Yacht Club de Monaco's La Belle Classe Superyachts, with the ceremonial severing of a jeroboam of Champagne (see above left) to a roar of approval from everyone on the dock. The evening continued with live music from the Gypsy Queens, cocktails on the quay and gastronomic tastings from Relais &





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# Participating yachts

a dicipating yacints	
Norwegian Queen	50m
Quinta Essentia	61m
Gran Finale	45m
Ingot	47m
Shooting Star	38m
Harbour Island	55m
Lady Britt	63m
Titania	72m
Go	39m
Told U So	44m
Seaflower	40m

Chateaux chefs aboard each yacht. The passerelles bulged with receptive and eager tasters as they headed for the delicacies. 'I love to look at boats, we got to see five, but didn't get to see any more – I wish the yacht hop was for two nights,' said the owner of *Gran Finale*.

A favourite of the attendees was the cruise in company to Saint-Jean-Cap-Ferrat along the Mediterranean coastline for lunch at Paloma Beach. Photographers hung from a helicopter buzzing close by radar arches, shooting the parade of yachts in what felt like the opening of a Hollywood film. Dropping anchor in the bay, everyone was tendered ashore where a Mediterranean-style buffet and extreme watersports – for those who felt brave enough to attempt a ride on a motorised surfboard – awaited.

That night's ShowBoats Design Awards saw more owners and yacht designers flying in from all over the world to attend the ceremony where form really did meet function, within the fabulous Monte Carlo Opera House. 'I flew for 17 hours, and it was really worth it,' said Peder Eidsgaard of Eidsgaard Design, winner in the exterior design award for large displacement yachts for *Tango*, as well as the tender design award for the yacht's tender.

Casino Square, usually the domain of parading

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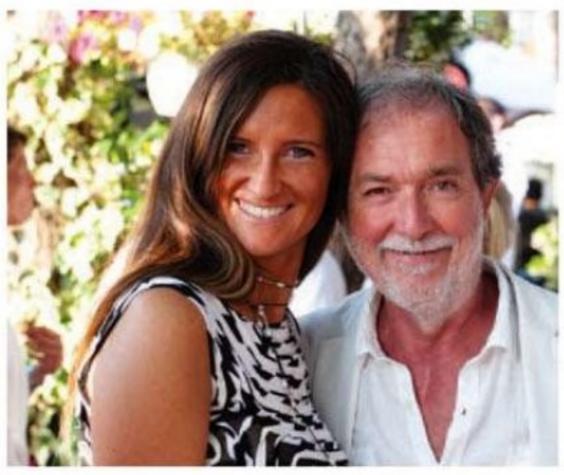
supercars, came to a standstill as guests poured out of the Opera House and made their way to the Hotel de Paris for dinner and cocktails on the hotel terrace.

As a new dawn broke, the day proffered a slower pace for owners and guests, with massages and trips in Rolls-Royces or a talk by Professor Syed Haq on optimising the immune system, leading to better health and ageing. Theo Hooning of the Superyacht Builders Association was in his element as he took the wheel of a Rolls-Royce, 'I absolutely loved it, it was fantastic,' he said as all waited for the start of the tender challenge. The challenge pitted eight teams of owners on tenders following two courses, cryptic clues and some famous Formula One cut-outs for a fast and fun event. The first back to the finish at the Monaco Yacht Club with proof of all the completed tasks was the winner.

Another event highlight was the twilight cruise in company to the Diamonds and White party. A shimmering wave of elegance with guests dressed all in white made a glamorous sight, as the yachts and tenders left Port Hercules once again, this time while guests enjoyed canapés, wine and Champagne and cruised in perfect weather to the pretty Bay of Villefranche. Here, the yachts anchored and guests went ashore to the Plage Passable, now transformed into an *Arabian Nights* set with dining under the stars. The party rocked and rolled throughout the night with dancing into the early hours, after a fabulous dinner with the backdrop of an unusually green glowing sunset. Tired and happy owners and guests enjoyed nightcaps as the yachts slipped their anchors and headed back in the early hours to Monaco.

On the final day, the Yacht Club de Monaco hosted a







Owners and guests enjoy the Diamonds and White party at Plage Passable on the final evening

# Chefs compete for coveted title



For the third year, the Rendezvous yacht chefs competed for the title of Best Yacht Chef. Chefs from Gran Finale, Harbour Island, Lady Britt, Quinta Essentia, Sea Flower, Titania and Told U So each received a basket of ingredients from which to prepare a

main dish of lamb and Mediterranean vegetables and a dessert. The plates were presented at timed intervals on the host yacht Harbour Island to the judges: Christian Garcia, chef de cuisine for Prince Albert II; Philippe Joannès, executive chef at the Fairmont Hotel

Monte Carlo; and Yannick Prunier, head chef of Fauchon Côte d'Azur.

The competitors were all of a very high level, reported the judges, with three particularly close entries. The winner was Lady Britt's chef Simon Jones, a choice determined by his 'respecting all the products that we put into the basket and for his very, very perfect cooking time and techniques', said Garcia.

Jones prepared slow cooked and roasted saddle of lamb, olive and basil farci, confit market vegetables with niçoise jus, and for dessert, flourless milk chocolate cake, praline, sauce anglaise and pistachio ice cream.

'I have always been inspired by the regional French cuisine, and while working for Raymond Blanc I learned that it is so easy to cook tasty foods when you have fresh local ingredients; respect the ingredients and let them do the work for you,' said Jones. The runners-up, separated from the winner by only a couple of points, were Charles Christie of *Titania* and Jared Ferrall of *Gran Finale*.



YESTERDAY TODAY

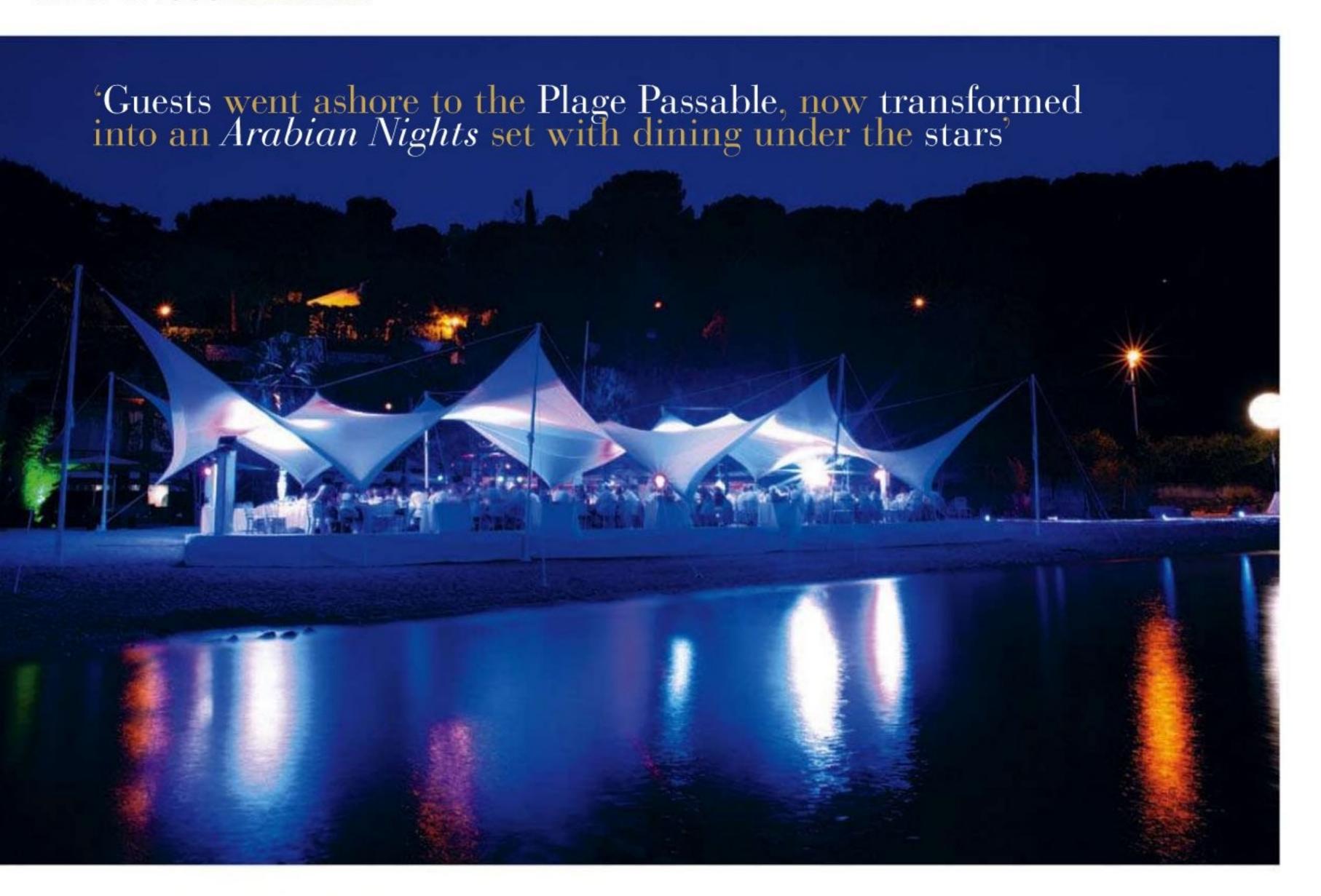
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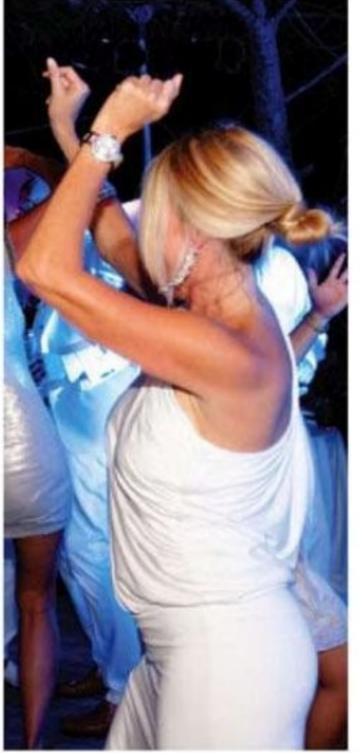








Live music played during dinner at the Diamonds and White party was followed by a DJ and plenty of dancing



farewell brunch for all guests from the participating yachts and the winners announced for the various competitions with prizes provided courtesy of Lancelot Lancaster White.

For the Rendezvous Grand Prix Challenge, first place went to the team from Wajer & Wajer, who were presented with a wall-mounted mirror with a brake-disc frame made from components of a Red Bull Racing F1 team car. Motor yacht *Go* was declared the winner of the Rendezvous Cocktail Competition for the crew's creation 'Mango Tango' and received a presentation Jubilee anchor coated in pure gold with a 0.25 carat diamond.

The Rendezvous Chefs' Competition was hotly contested (see previous page), and top honours went to Simon Jones of *Lady Britt*, who was presented with a Jubilee wine cannon made from the wood of *HMS Victory*.

The final award presented was the Art de Vivre La Belle Classe. Since its creation in 2005 at the instigation of Prince Albert II, president of the Yacht Club de Monaco, La Belle Classe has established a code of good conduct and etiquette among members of the superyacht industry and recognises yacht owners' approach to sea living. The judges found it very difficult to pick a winner, with two of the attending yacht owners having covered more than 20,000 nautical miles in the past year. Consequently, a special La Belle Classe prize for naval etiquette was awarded to the owners of *Lady Britt*, while La Belle Classe Art de Vivre trophy went to Valentin Zavadnikov of *Quinta Essentia*, who competes in high level international regattas and whom the judges deemed to be an ambassador for developing the sport in Russia.



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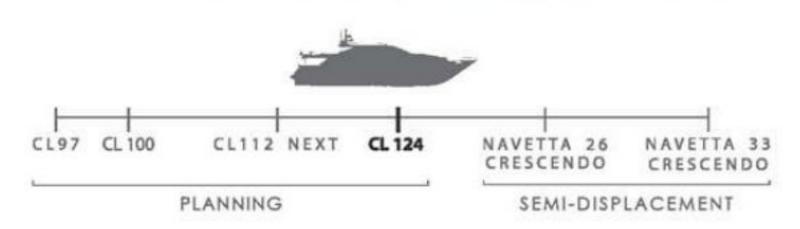
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JUPITER

# america's cup diary

words: Andrew Rice

photography: Guilain Grenier/Team Oracle USA; Gilles Martin-Raget



# Reinvented and ultra-modern, the new America's Cup series finally landed at Newport, Rhode island, where traditional attitudes still hold sway

So finally the rebooted, modern version of the America's Cup visited Newport, Rhode Island, home of the Cup for 132 years and strong defender of the old tradition.

You might have wondered whether the reception from some quarters in Newport could be on the frosty side, perhaps from the old boys at the New York Yacht Club. After all, there are still those who labour under the misconception that the America's Cup is named after the country, rather than the yacht that won the original round Isle of Wight race in 1851.

Bearing in mind just how advanced the schooner *America* was for her day, perhaps the wing-masted AC45s that came to race at the America's Cup World Series regatta in Newport were not so untraditional after all. For all their differences, both yacht types share a theme of being far ahead of their time. Certainly the people of Newport seemed thrilled to have the America's Cup roadshow make a visit, and turned out in their thousands to watch the racing from Fort Worth.

The high spectator numbers – 60,000 at Fort Worth alone, never mind others gathered around the various shorelines – were even more

impressive considering that this was the first event on the tour to charge spectators an entry fee (\$10). Commercially even more valuable was NBC's decision to air the final's day racing coast-to-coast across the US, signalling the return of live America's Cup racing to network television in the US for the first time in 20 years.

After taking a bruising at the two regattas in Naples and Venice in the spring, Oracle Racing stepped up a gear for Newport. Perhaps it was the prospect of sailing in front of a home crowd, but the two defender boats really proved themselves a class act here. In fact, the defender has recently rebranded itself Oracle Team USA, although with the lack of American representation on the sailing team and the preponderance of antipodean talent, one could wonder if it was a misspelling of 'Oracle Team AUS'.

In the event, Australian Olympic medallist Darren Bundock stepped aside from steering the second boat, handing back the tiller to his boss, New Zealander Russell Coutts. Bundock hasn't made much impact on the circuit as a helmsman, and we will have to see what role he fills in the next year. With the imminent arrival of Ben Ainslie after the Olympics, along

# america's cup diary

with James Spithill's mastery of multihull sailing, it's hard to see Bundock getting too many steering opportunities. For Newport he reverted to the role for which he was originally hired, as a coach to the team.

As for the 50-year-old Coutts, despite not having steered an AC45 for more than six months, he was better than we've ever seen him in a multihull. In an all-Oracle match racing final, Coutts outsmarted Spithill, clearly pleased to have done so as he joked to his crew when crossing the finish line: 'It's been quite a while since I've won anything!'

Then in the fleet racing championship he led the final big-points fleet race for much of the course, until overtaken by Chris Draper's Luna Rossa Piranha team.

Spithill was clearly impressed by the man 17 years his senior. 'Nice work, you old bugger,' acknowledged the 33-year-old to his paymaster after the match racing. 'You've still got a few tricks in you.' Coutts fired back with a laugh: 'You're too young to know some of those tricks.'

Many predictions were made about the unsuitability of multihulls for match racing, but those objections have long been forgotten. Coutts reignited some old moves from his keelboat days in the match against Spithill, making a deft manoeuvre late in the pre-start to hook in behind his teammate and hold him out of the start line. Spithill never gave up, pushed Coutts hard, but Coutts held on for the win.

After a sloppy season in Europe, it was an important reaffirmation of Oracle's sailing ability. Spithill had been anticipating a close battle with Emirates Team New Zealand for the overall 2011/12 season title, with Newport being the final of the six regattas held thus far. But some abject performances by the Kiwis made Spithill's task much easier than expected.

During practice the Kiwis hit a mark boat, with photographer Gilles Martin-Raget fortunate not to be injured in the incident. Then, when lining up for a match race against Luna Rossa Piranha, Emirates Team New Zealand unexpectedly capsized in the building conditions. Even

worse, Dean Barker and his crew couldn't get the boat upright for nearly an hour, as the large air gap in the wing rig filled with water.

After a while the boat was no longer lying on its side but had both bows pointing towards the heavens while it got washed along by the current. Barker explained the lead-up to the capsize: 'It was a close race, we did a normal mark rounding, but the runner was caught and we couldn't let the wing out. The boat was just too loaded up at the point where we couldn't turn up or down, and rolled over. These boats have to be treated with the utmost respect. You have any little issue and it can be very punishing.'

It had been a rare handling error by the Kiwis, and made a long evening for the shore crew who had to get the wing back into racing shape. It was a brutal but useful lesson to be learned at half-scale before the Kiwis launch their AC72 multihull, the boat they hope will win them back the Cup 10 years after they lost it in 2003. After the Swedish team Artemis Racing busted their full-scale wing rig while training on their temporary platform – an old ORMA 60 trimaran – it looks like the New Zealanders will be first to launch the new breed of 72 footers, closely followed by Oracle some time in August.

The deadline for mounting a challenge is fast approaching. Already having been pushed back two months to make way for possible 11th-hour entries, it will be interesting to see who puts up their \$200,000 before then. Aside from Artemis, New Zealand and Luna Rossa, Team Korea paid its entry fee a good six weeks before the cut-off date, so let's hope they have good news to announce soon. The only other possibility being discussed is for Energy Team to get the funds together, but increasingly this looks like a long shot for the French.

Even if the Koreans do manage to build a boat, how much time will they have to test it before competition? Bearing in mind the big teams are on the verge of launching their AC72s, that puts anyone else about





Fully powered-up, the Artemis Racing team hangs right on the edge - while Emirates Team New Zealand went even further



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# america's cup diary



Tens of thousands came to watch the AC45s race across the waters of Rhode Island (above). Russell Coutts and Oracle Team USA celebrate (below)

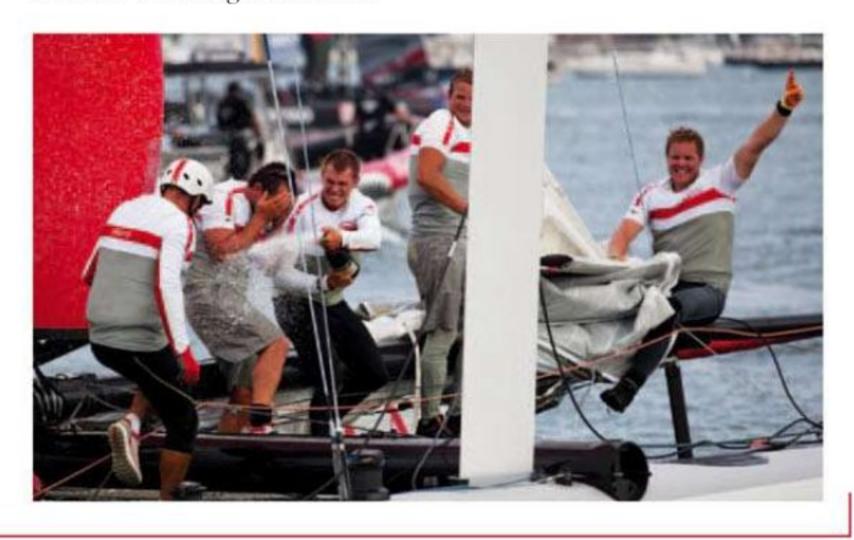
nine months behind. Then, when you see the images (see first page) that have appeared of an Oracle AC45 riding on hydrofoils above the water, it gives you some idea of the technological battle about to unfold.

The photos look so spectacular you wonder if someone has been having fun with Photoshop. As the tiny three metre dinghies, the International Moths, have discovered – and as the awesome 18 metre French trimaran *L'Hydroptere* has long proven – lifting foils can propel sailing boats to incredible speeds. Reducing water resistance is the single largest gain to be made, so lifting the hulls out of the water seems like a good idea, although it can come with a significant loss of control. Get it wrong at the speeds an AC72 will be travelling, and the results could be devastating. And bearing in mind the short courses on which the 34th America's Cup is expected to be contested, will top speed be the overriding priority?

For us lay people, it's always hard to see through the smoke and mirrors of the America's Cup, and hard to know what role this hydrofoiling technology will play next year in competition. Oracle Team USA did have this to say: 'Foils help reduce draught and increase speed. They are a very cost efficient way to gain performance. You can research them extensively in the computer before you build them, and they are small scale compared with a wing. The foil project is a continuation of one started on USA 17, the team's 90 foot (27.5 metre) trimaran that won the 2010 America's Cup.'

With former design coordinator for Alinghi, Grant Simmer, putting aside his differences with Oracle Team USA to join them as general manager, Oracle has certainly amassed some of the greatest technical skill in the Cup world. Other former Alinghi employees such as engineering talent Dirk Kramers and four-time Cup-winning sailor Murray Jones have signed up with the defender. Such is the way of the Cup, the acrimony of those three years of New York Supreme Court battles forgotten, or put aside.

Technologically and financially, it's hard to see any of the challengers putting up much of a fight against Oracle. And after the performance in Newport, on sailing talent alone the defender is looking a cut above.



The city is all right. To live in one Is to be civilized, stay up and read Or sing and dance all night and see Sunrise By waiting up instead of getting up.

Robert Frost



# The Sunrise 63, big is beautiful.

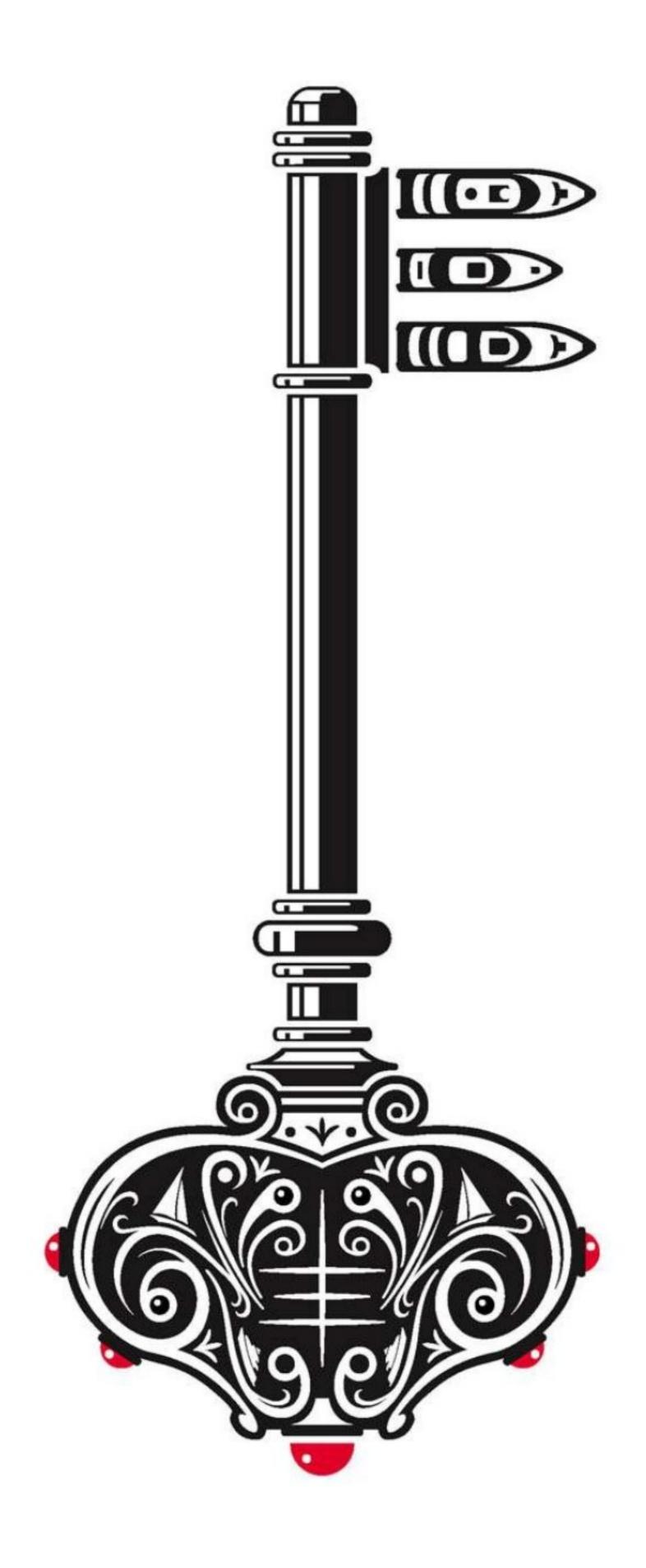
At more than 1,400 GRT, the Sunrise flagship is the world's largest volume yacht for its length. With vast open decks, full height glazing and intriguing sight lines, it features dramatic spaces to design an extraordinary interior.

Two vessels are currently under construction at the Sunrise Yachts shipyard.

# A SUNRISE IS ALWAYS WORTH THE WAIT.



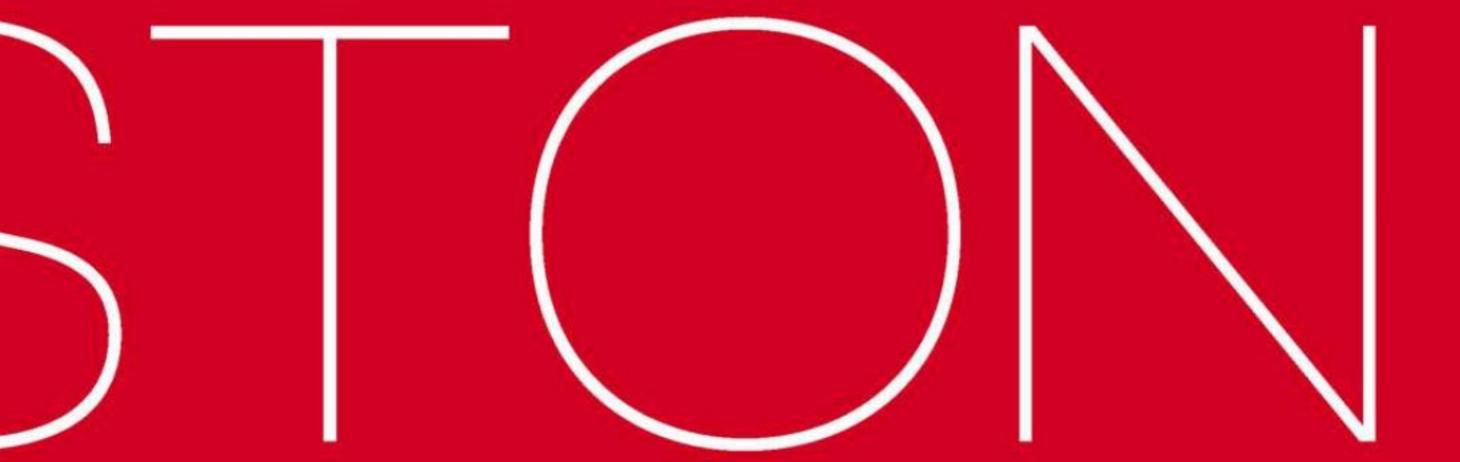
Design by Espen Øino, German engineering, built by Sunrise Yachts, delivery 2014. Meet us at the Cannes Festival de la Plaisance, September 11-16, Espace Riviera and at the Monaco Yacht Show, September 19 - 22, 2012, Stand QP69



# EDMISTON THE QUAY TO MONACO



Edmiston Quay is the most impressive new location at the Monaco Yacht Show. On the Quai de l'Hirondelle, eight of the finest yachts will be ready for inspection. From 35 to 85 metres, the fleet totals more than 450 metres in port. Lined along Edmiston Quay, tents provide shade and a briefing point before clients embark onto the yachts. The Edmiston Terrace at the Port Palace Hotel is still the height of cool and calm. Come and discuss your requirements with one of our expert brokers.



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# SYACHT SHOW

words: Tim Thomas

# THE WORLD'S MOST GLAMOROUS YACHT SHOW RETURNS FOR ITS 22ND EDITION, AND IT HAS COME A LONG WAY FROM LOW-KEY BEGINNINGS...

It's a strange thing, thinking back to my first Monaco Yacht Show some 17 years ago. It was not long after the show had started, and I was on board a large ketch – one of a handful of boats at the show clustered along the Quai des Etats Unis. There were no real stands, no pavilions, no double-decker tents, just a handful of yachts, a handful of brokers, and a handful of qualified prospects looking to take their first, or next, step on the superyacht ladder. The show, like the industry, was effectively in its adolescence.

Jump forward a decade and a half, and the show is almost unrecognisable from that first one I attended. This year, the MYS enters its 22nd year and it promises to be another cracker. There will be about 100 superyachts on display, ranging between 25 and 90 metres, and some 500 exhibitors – from yacht designers, naval architects and shipyards to upholsterers, entertainment system specialists, tech gear manufacturers and even the odd gold tap maker. Of course, the show

these days is a must-do for anyone connected to or interested in the superyacht industry, an unmissable event where big-name owners can be spotted on the burgeoning quays among the crowds, all set against the magnificent backdrop of glamorous Monaco.

In the next few pages you will find our pick of the yachts expected to be at Monaco. The current list ranges from the mightly 87m Lürssen Ace to the innovative 26 metre WallyAce, and there will be plenty of variety in between to suit all tastes and desires. But more than that, though, is the extraordinary buzz you get from being at the show, muscling your way through the throng. Moreover, changes this year include the addition of an Upper Deck Lounge in the Parvis Piscine, designed for the 'business and social elite' at the show and offering private meeting rooms for talking business as well as fine food and drink. Yes, the Monaco Yacht Show is all grown up, and it shouldn't be missed for anything...

◀ Monaco show map

Our selection of the must-see boats at this year's show



# **SACHT SHOW** 19 to 22 September

# Where

Port Hercules, Principality of Monaco

## When

Wednesday 19 to Saturday 22 September 2012

# Web

monacoyachtshow.com

# Opening times: 10am to 6.30pm

# Main entrance

Darse Sud

#### Other entrances Parvis Sud and Chicane

# Admissions

**Public:** €70/day (purchase on site only)

#### Professional visitors: €70/four-day pass

**Media:** entry at no charge, with accreditation

# Transport options

#### By train

Monaco-Monte Carlo train station (Sainte Dévote - Port exit)

## By car

Coming from Nice: A8 motorway, exit 54 (Monaco) Coming from Italy: A8 motorway, exit 57 (Roquebrune)

Public Car Park Service tel: +377 98 98 22 78

## From Nice Côte d'Azur International Airport

#### Bus:

Ascoma Maritime airport/MYS shuttle service

#### Taxi:

Taxi service at exits Terminals 1 and 2

#### Helicopter:

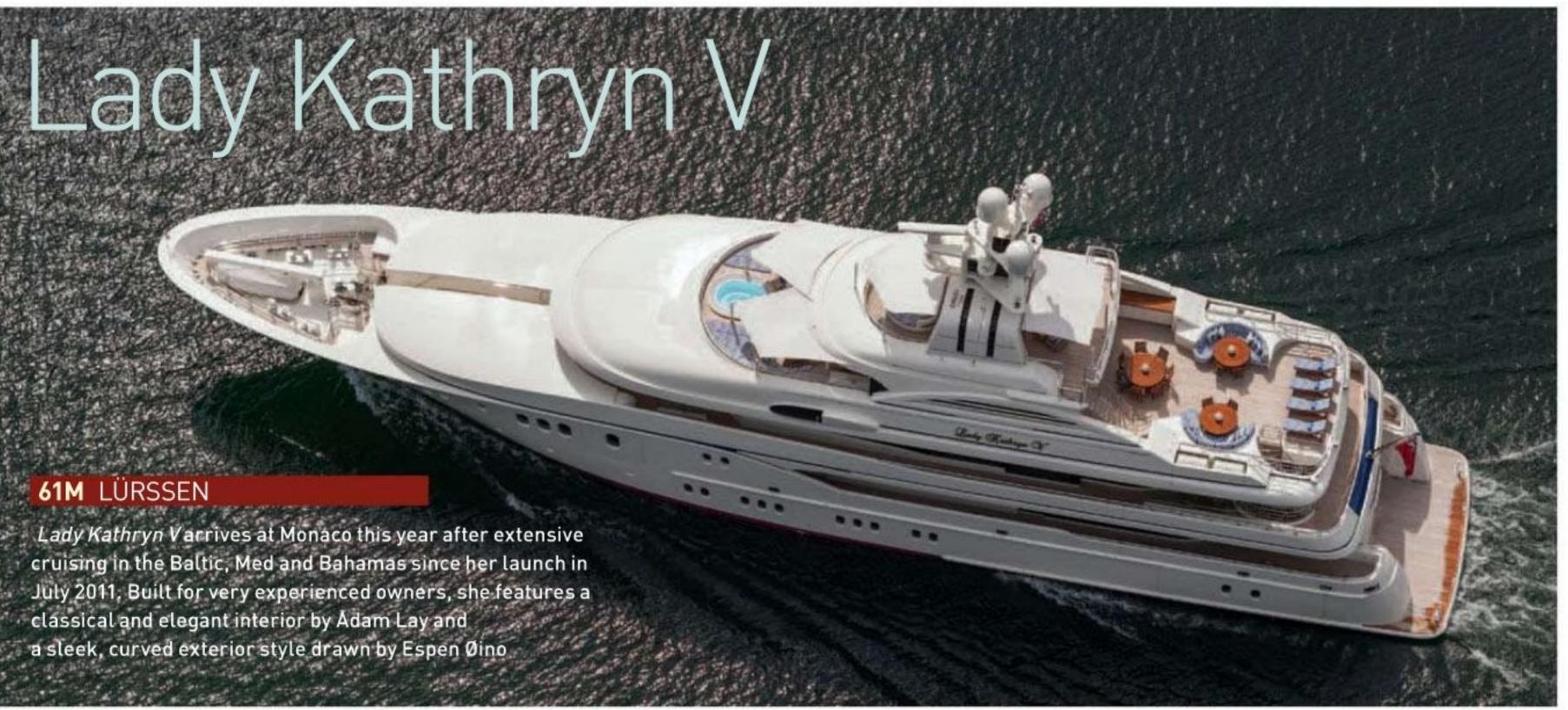
Registration counter in the arrivals areas of Terminals 1 and 2. Length of flight: six minutes











## Ouranos

# ADMIRAL TECNOMAR

Following the award-winning 36m

Doubleshot, this 2012 tri-deck
planing yacht from the Nadara
range is part of a new breed of ultra
high-quality yachts from this yard.
Primarily intended for charter, she
sleeps 12 guests in a neutral interior
by Admiral Tecnomar's Centro Stile
studio and has a top speed of 29 knots

# Diamonds Are Forever



#### 60.95M BENETTI

Built by serial yacht owner
John Staluppi, Diamonds
Are Forever certainly lives
up to her name. The glitzy
interior by Evan K Marshall
features lots of mirrors, art
deco flourishes, diamanté
studs and apple-sized
crystals. The 2011 launch
sleeps 12 guests, with a
full-beam VIP every bit as
grand as the master suite

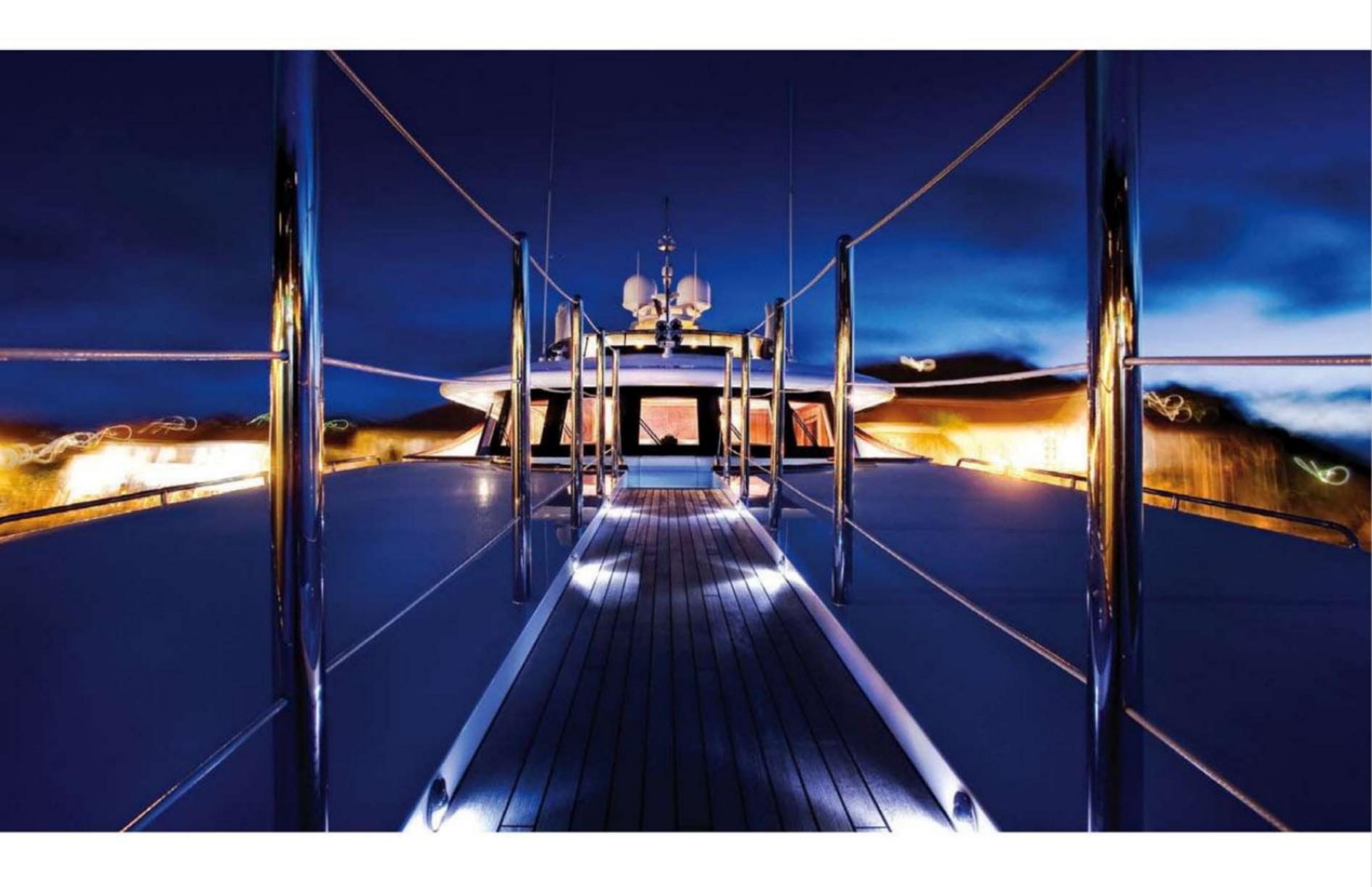
#### Laurel







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# SYACHT SHOW



# Garçon

# **67.15M**AMELS/DAMEN SHIPYARDS

The Amels Sea Axe concept has found a new flagship with this, the largest yet launched. Packed with toys galore, capable of 25 knots and looking pretty mean into the bargain, *Garçon* is a must-see. She offers 360m² of deck space, has a helipad fully certified for helicopters up to a take-off weight of 5,000kg, and can accommodate 21 crew. She was sold, and project managed during her build, by Moran Yacht & Ship

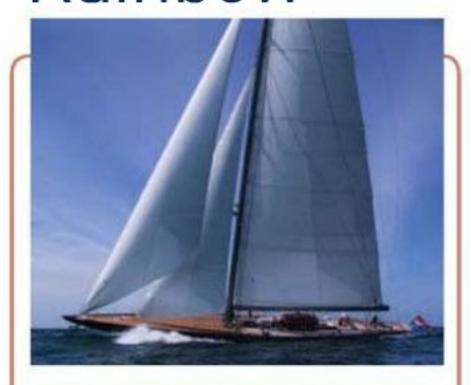


#### 73.51M NOBISKRUG

Reymond Langton Design seamlessly combined a subtle African theme with 1950s glamour for the interior of this 2012 launch, while its exterior styling is distinctly masculine. She sleeps 12 guests and features wide open spaces inside and out, including a sundeck with gym, spa pool and alfresco cinema

# Aslec 4 45.37M ROSSINAVI With an near-vertical stem bow, a sleek Tommaso Spadolini exterior and a cool, modern Rémi Tessier interior, this 2012 launch has a futuristic edge. She sleeps 12 and features a 70m² aft deck

## Rainbow



#### 39.95M HOLLAND JACHTBOUW

A replica of her 1934 namesake, the 2012 launch of *Rainbow* is the latest sloop in a glorious J Class revival. The yacht, which combines new technology with classic style, can reach 15 knots under sail and sleeps eight guests

#### To AV and beyond

There's no denying AV systems are becoming ever more complex on today's yachts, and when you throw in advanced lighting set-ups and business-friendly elements such as video conferencing, it can be a confusing area to spec. Control systems leader Crestron will be displaying at Monaco (stand QP5) giving visitors the chance to see

where technology has reached. From systems integration to a huge variety of control panels – designed for simple interaction so as not to confuse guests and charters who don't have time to learn intricate set-ups – the stand is an invaluable stop for those considering upgrading their existing systems or looking to build new.

There will be a whole range of AV solutions on display at the show, with companies like ANT and Lantic well represented. It will also be interesting to see if one of the highlights of the last couple of years – the extraordinary Vox Olympian speakers from Living Voice – will make an appearance again.





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# 240NACO NACHT SHOW

# Karia

#### 45M RMK MARINE

A rugged explorer that is also comfortable and safe for a young family, this 2012 yacht has a range of more than 4,500nm at eight knots, with exterior design and naval architecture by Ron Holland Design. She sleeps 12 and has an Asian influenced interior by Design Unlimited



#### Almagores II

nine have been built

#### 31.42M SOUTHERN WIND

Almagores II is the first of the yard's new 102 DS series, which features naval architecture by Farr and general design and styling by Nauta Design. The 102 is the successor to the popular 100 DS series, of which



#### Step One



#### 55M AMELS

Step One is the first Limited Editions 180, and Tim Heywood has managed to enlarge the saloon considerably over the 171 and 177 models. She was project managed by Moran Yacht & Ship

# Project 12



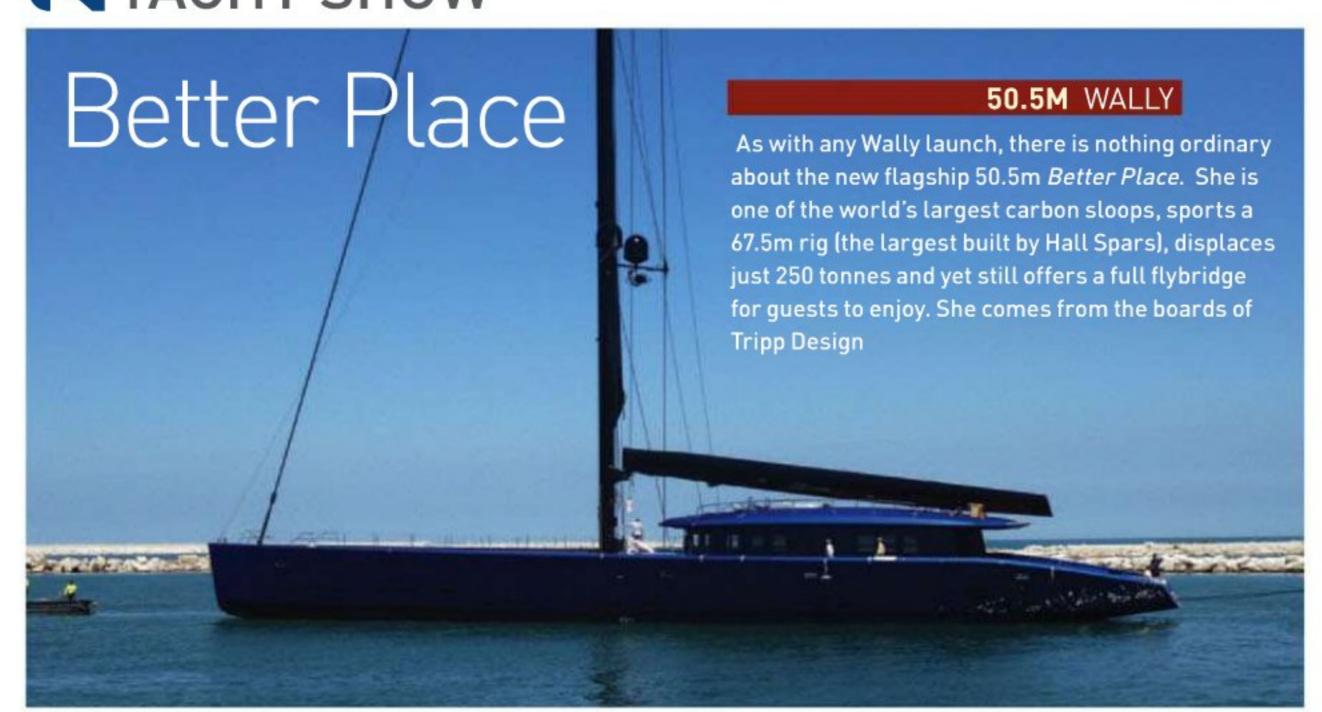
## **46.57M**CANTIERI DI PISA

A scaled-up version of the Akhir range, this performance cruiser features design by Carlo Galeazzi and Mark Berryman. Her upper saloon includes fold-down balconies to port and starboard. Displayed at the show, she is also offered for sale through Burgess





# SYACHT SHOW



# La Pellegrina



#### 49.9M COUACH

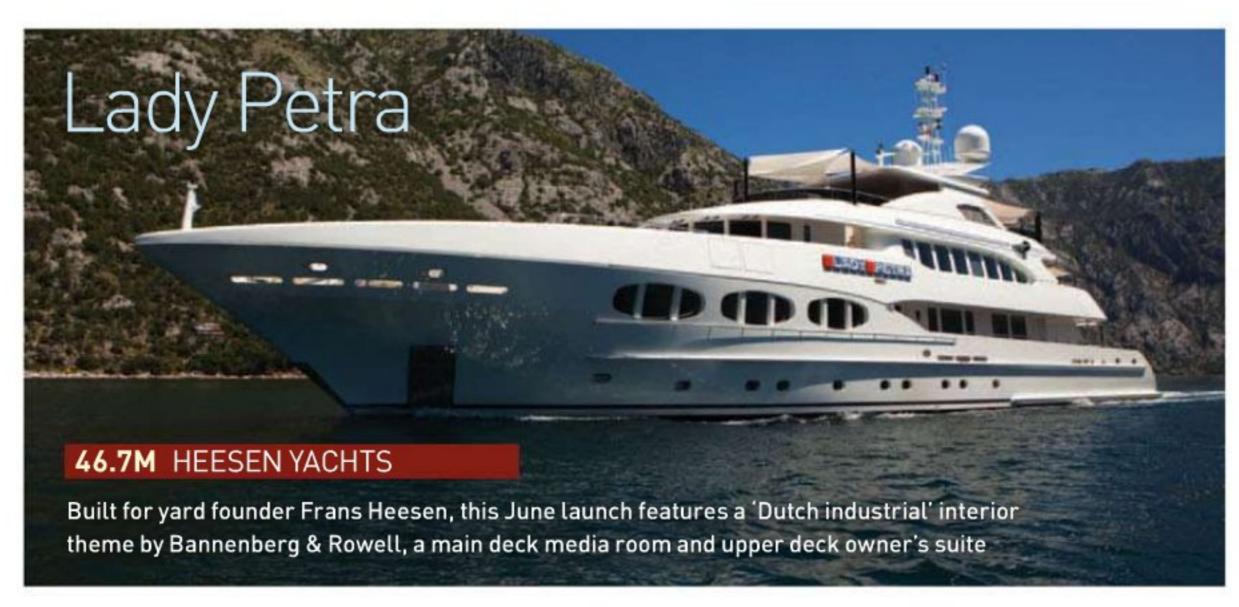
Known as a builder of small to medium sized fast, sleek cruisers, the news that French builder Couach was to build a 49.5m tri-deck (the 5000 Fly) came as a surprise. She is the largest composite (Kevlar carbon) yacht built in France, offers a top speed of 28 knots and a cruise speed of 25 knots

#### Imperial Princess

#### **40M** PRINCESS YACHTS

Imperial Princess is the first of
Princess Yachts' 40m series and shows
impressive build quality – thanks in
part to her resin-infused hull, one of
the largest yet built. Look out for a full,
exclusive feature in October's Bl...





#### tenders

Almost a mini-show within a show, Monaco attracts a fair number of tender exhibitors, many of whom have demonstrators ready to take propsective clients away



from the crowded quays
for a trial run.
As we went to press there were
some 26 tenders listed to appear
on the JT jetty in the corner of the
port. Among those on display will be



mainstays including **Castoldi**, which this year will be displaying its new Jet Tender 19 (also to be available in a Fast Rescue Boat version) and a restyled Jet Tender 23. However, tenders at the Monaco Show extends to include those boats



that become objects of desire in their own right. Alenyacht will be displaying their nicely styled tender, and the far-out Art of Kinetik will be back with the smaller of its range of avante-garde designs built in wood and composites.

Those looking for a pure chaseboat rather than a tender, will see several interesting options too:

Maxi Dolphin's MD51 Power will be worth a look, while J Craft's Rivaesque style will be on display in the form of the Torpedo.









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# 240NACO YACHT SHOW





#### 33.4M CASTAGNOLA LAVAGNA

This unusual yacht, part motor cruiser and part schooner, is being built in wood and GRP at the Castagnola yard in Italy and is due to launch in August. Few details have emerged at this stage, although she is being built to a design by Silverio Della Rosa and will have an interior designed by Nauta Yachts. She will feature accommodation for 10 guests and eight crew

#### Nassima

#### 49M ACICO YACHTS

Just launched in Holland, this interesting 49m has a range of 8,600nm at 10 knots, and a maximum speed of 18 knots, while her garage includes two Ducatis and a Mini. She is listed for sale through bluewater



#### 40.8M MONDO MARINE

The Giorgio Vafiadis-designed Okko, making her debut at the show, is based on Mondo Marine's successful 41m platform. Her interior, also designed by Vafiadis, offers accommodation for 10 split between four lower deck cabins and a full-beam main deck master suite





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# SYACHT SHOW



#### 61.8M VIAREGGIO SUPERYACHTS

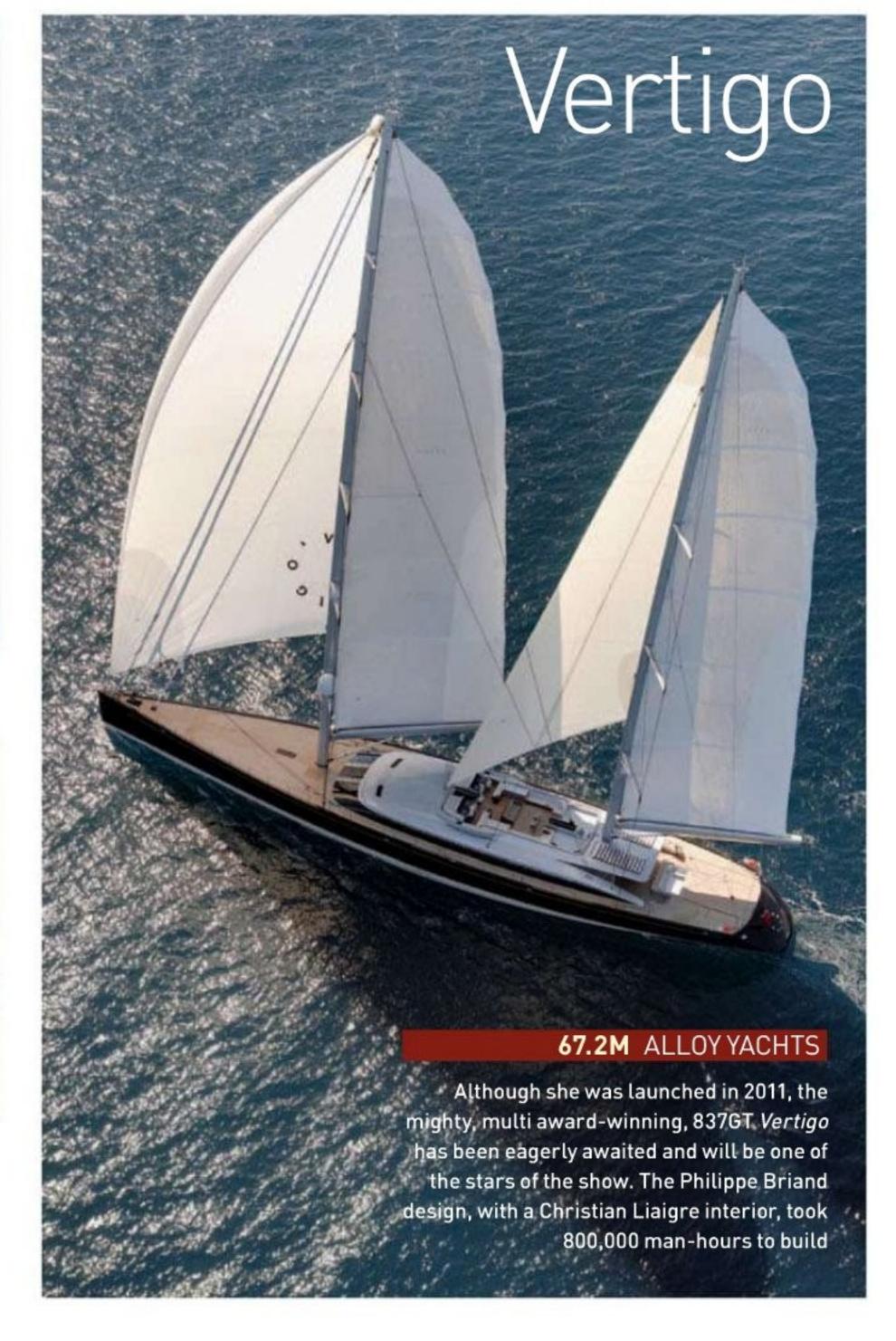
The yard's first yacht, this 2009 launch was bought by design and property specialist Candy & Candy, to showcase its glamorous interiors. She won a World Superyacht Award in 2010, and is at the show offered for sale

# Lady Linda



#### **57M** TRINITY YACHTS

This new launch from US yard Trinity combines a beam of 10.2m with a draught of just 2.4m, ideal for the shallows of Florida and The Bahamas where she will be based. She sports a contemporary Evan K Marshall interior

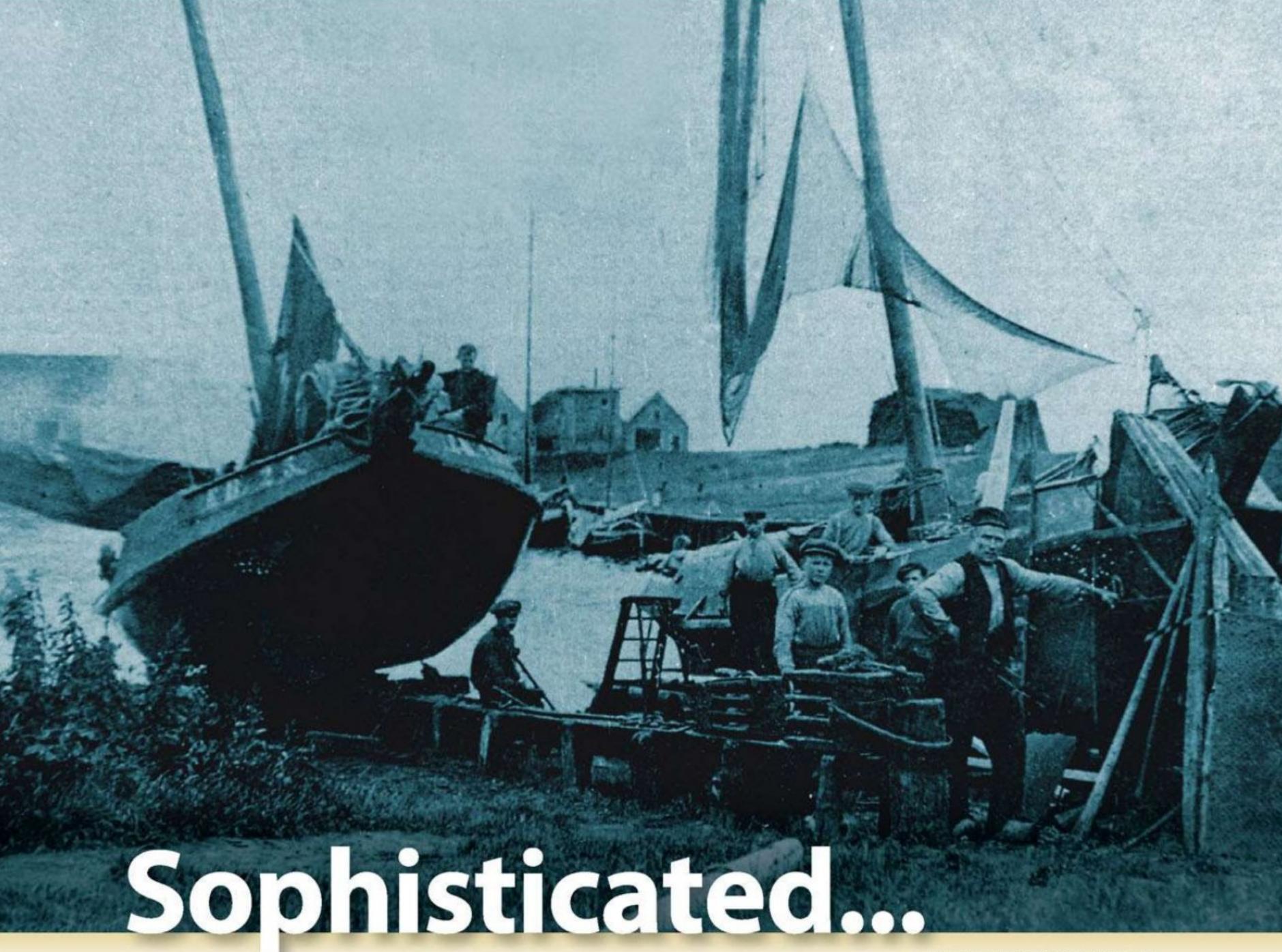




Following the 2012 launches of Wally's 50.5m flagship Better Place and its first 30.48m WallyCento Hamilton, the first 26m WallyAce, Kanga, splashed down in June.

Kanga's innovative displacement hull increases performance and reduces fuel consumption (she has a 5,000nm range at nine knots). Key to this is her efficient 'Wallybow', by Wally, Allseas and Luca Bassani Design – a vertical bow with a bulb. Comfort has also been considered and the yacht's hull, which Wally estimates is 10 to 15 per cent wider than yachts of a similar length, increases stability and volume.

The two twin cabins have Pullmans, while the VIP and owner's cabins open on to an aft platform with direct access to the sea. Kanga features over 50m² of interior social areas and generous exterior areas including a 60m² sundeck.



BalkShipyard c.1900, Elburg, the Netherlands



BalkShipyard 2012, Urk, the Netherlands

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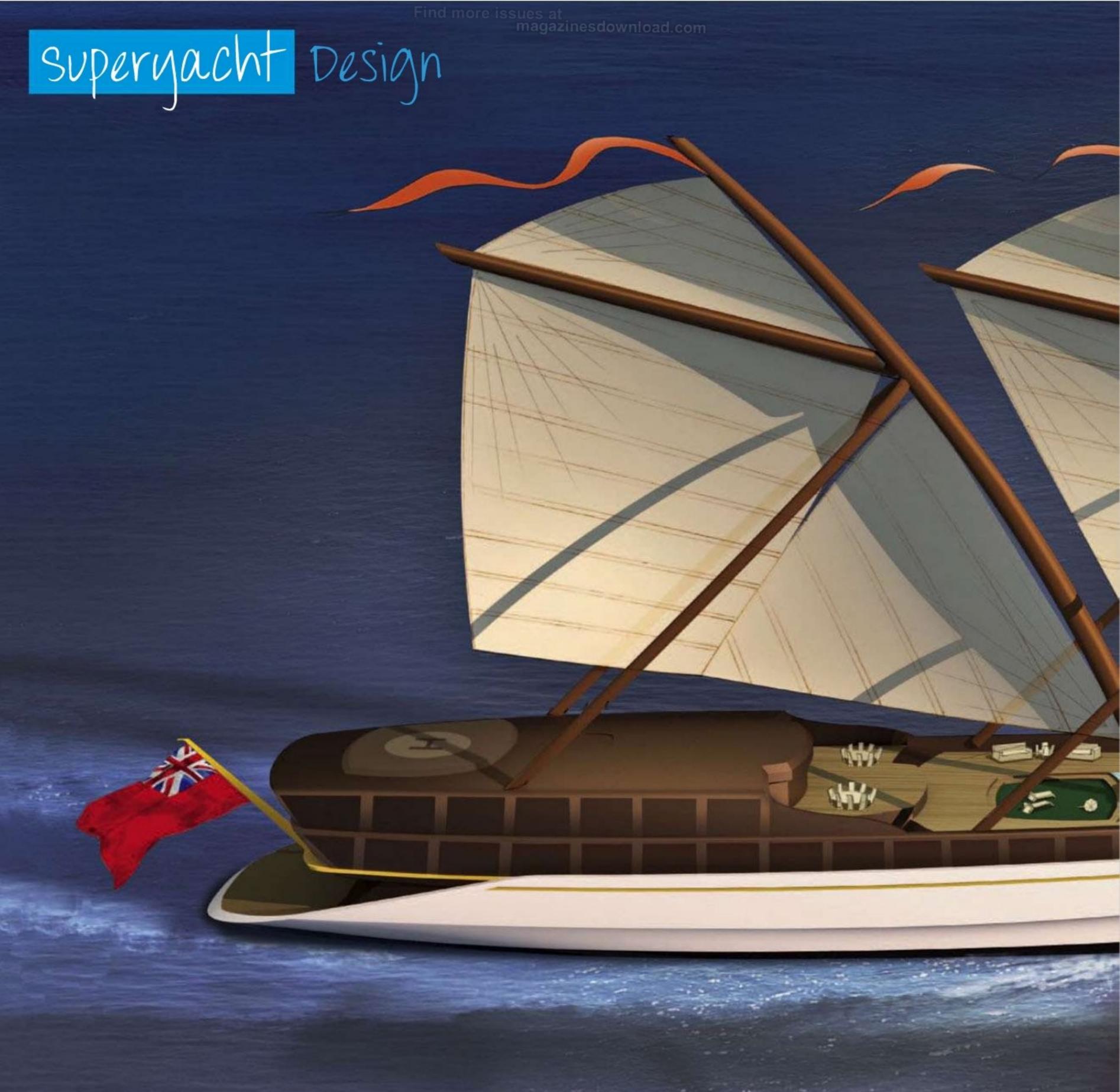
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# Hail Poseidon

GIVEN A BRIEF WITHOUT A BRIEF, EIDSGAARD DESIGN ROSE TO THE CHALLENGE, PENNING A SAILING BOAT UNLIKE ANYTHING SEEN BEFORE



director of Eidsgaard Design. 'They said, "Create something crazy for us, just do something wild." The length at that point was anything between 100 and 130 metres.'

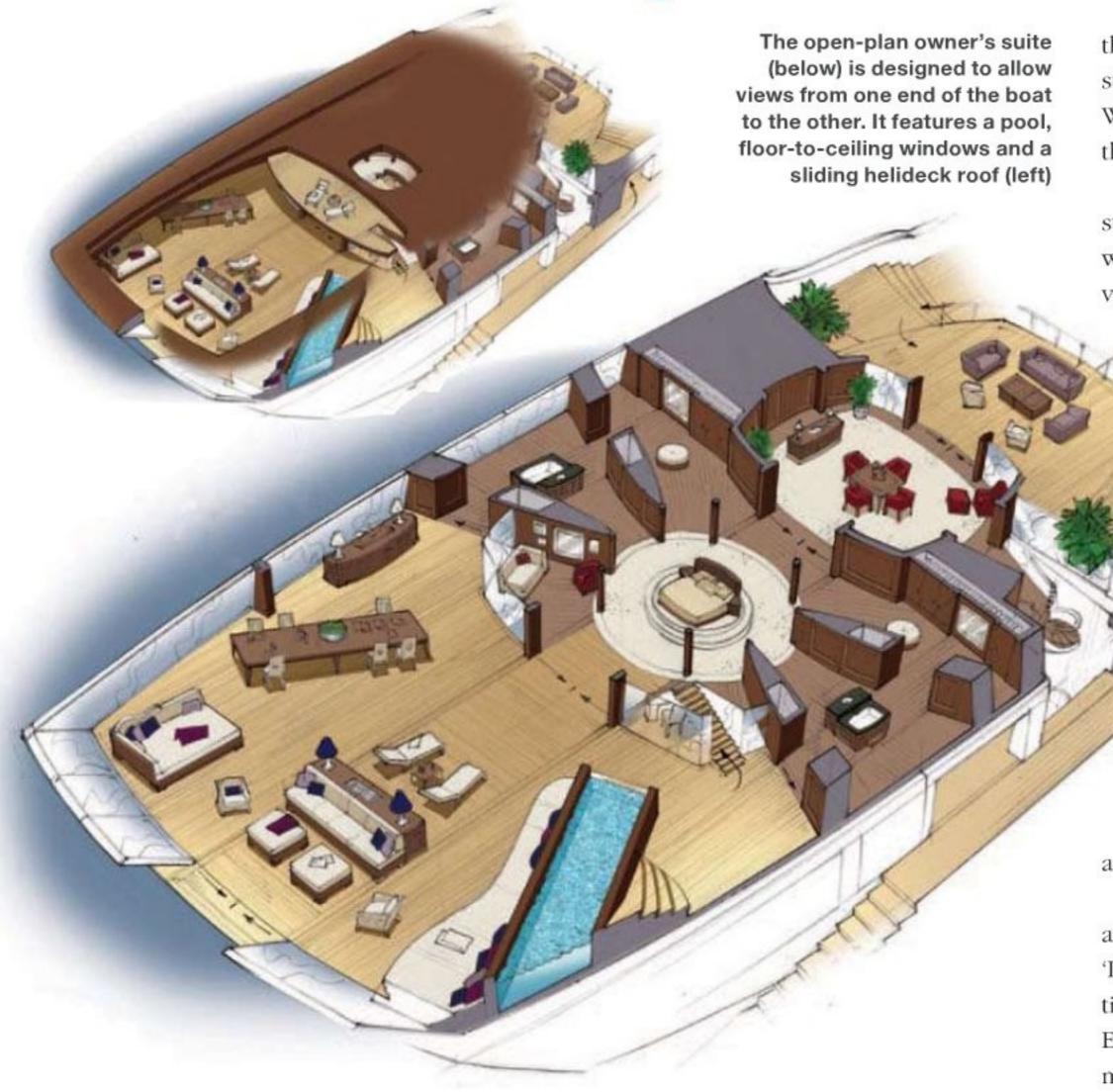
Eidsgaard was invited to submit the design because of its work on the client's Boeing business jet, 'which they're very happy with'.

But Poseidon has changed a lot since its genesis. The first design Eidsgaard presented to the client took styling cues from classic ships, but was also extremely contemporary, with a dramatically raked-back rig and a hull reminiscent of the radical 119 metre motor yacht A.

'They really liked this and the arrangement plan,' says Eidsgaard, 'but

Supervacht Design





they felt maybe it's gone a little bit too modern, so stepped back with all of the designers and had a rethink. We were then asked if we would be interested in doing the same concept with a more classical design.'

Eidsgaard began to emphasise the 'galleon' elements, such as an aft castle owner's suite and a series of side windows reminiscent of gun ports (which fold down into verandas), as well as giving the yacht a classical bow.

'Many owners like the romance of sailing, and this client also liked the old galleons with the romantic detailing and rigging,' says Ben

Harrison, a creative director at Eidsgaard Design.

While many of Poseidon's features hark back to an earlier age, this second version is decidedly contemporary. For example, aft-raked masts and wishbone supports (for comfortable downwind sailing rather than racing) are modern, if not as radical as the original rig. The idea, says Harrison, was to create a boat that 'from a distance you could think looks classical, but when you come up close is actually very contemporary'.

Space planning, based on the client's preferences, is also in keeping with how many owners use yachts today. 'I met with him and his wife on their motor yacht several times, and they told me how they live on board,' says Eidsgaard. 'He wanted the hugest possible space with the minimum number of people – that's him and his wife.'

The bridge deck owner's suite was therefore given a heavy priority in terms of space. The gargantuan, open-plan area takes full advantage of the 26 metre beam and features a lounge with a pool, floor-to-ceiling windows and a sliding helideck roof that opens to make it a winter garden-style deck area. Forward in this space is a huge circular bed, with nominal walls that demarcate it as a cabin, while forward again is another lounge and veranda.

'On the owner's current boat one can sit in the middle and look all the way from the front to the aft end. The owner likes that and this was the idea here too,' says Eidsgaard. 'From that bed you can look forward all the way to the front, and all the way to the back.'

Despite maximising views from the owner's suite, the designers ensured that none would have a view into it. The suite's unusually elevated position makes it naturally private, and even crew routes have been positioned half a deck below to keep it that way. This dedication to privacy is evident throughout. In basic terms, guests live above the crew and owners above the guests. But different lifts and stairs also separate owners, guests and crew into zones throughout the interior, so that the owners can entertain on a grand scale, but retreat quietly when desired.

'The guests, the owner and crew can always be separate if they want to be,' says Eidsgaard. 'So if the





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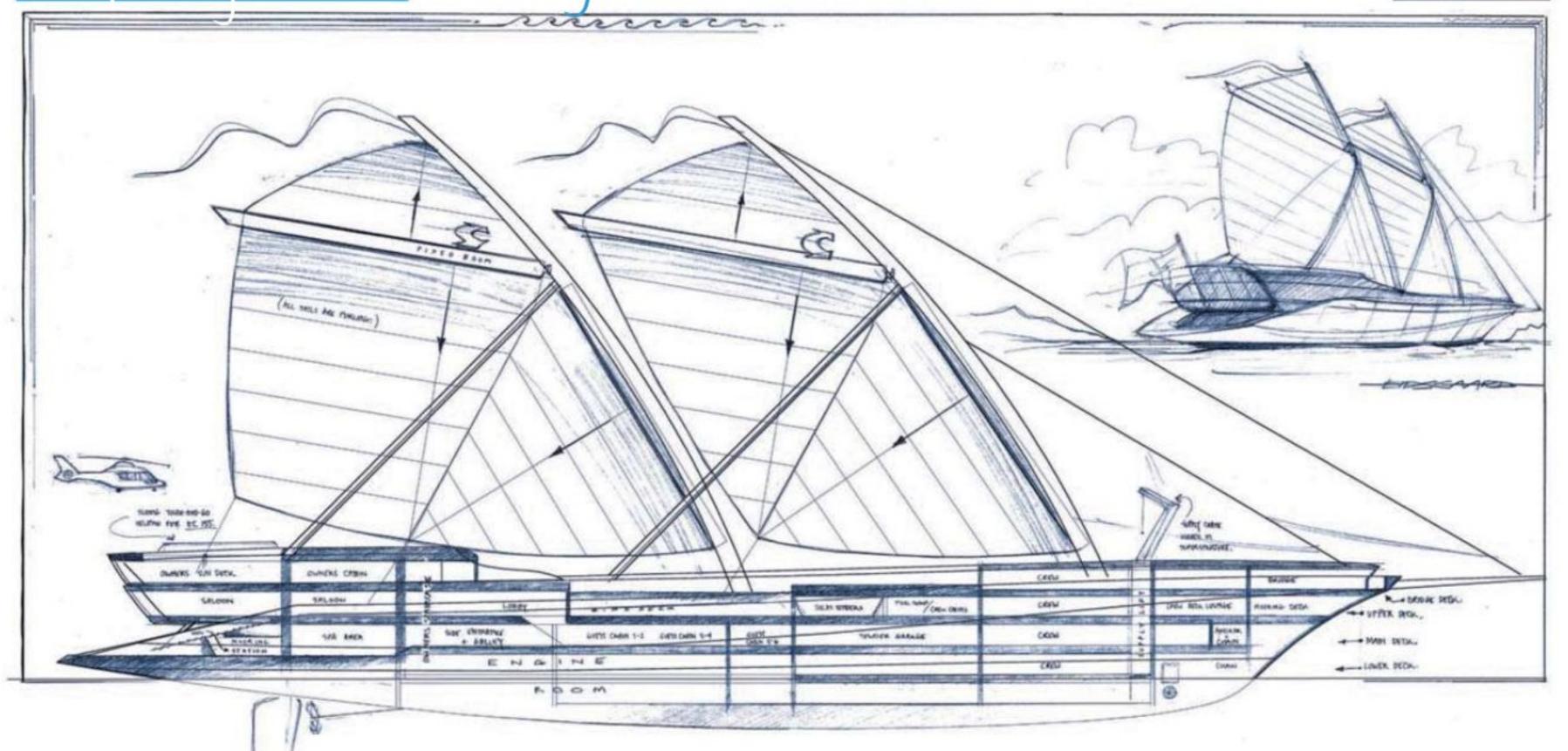
consumption and exceptionally quiet running inspire you. Discover the power world of MAN marine engines. Welcome to SMM 2012 in Hamburg, from 4 to 7 September.



# MAN Engines A Division of MAN Truck & Bus

Supervacht Design





owner wants to be on board without actually seeing guests, they have their own staircases.'

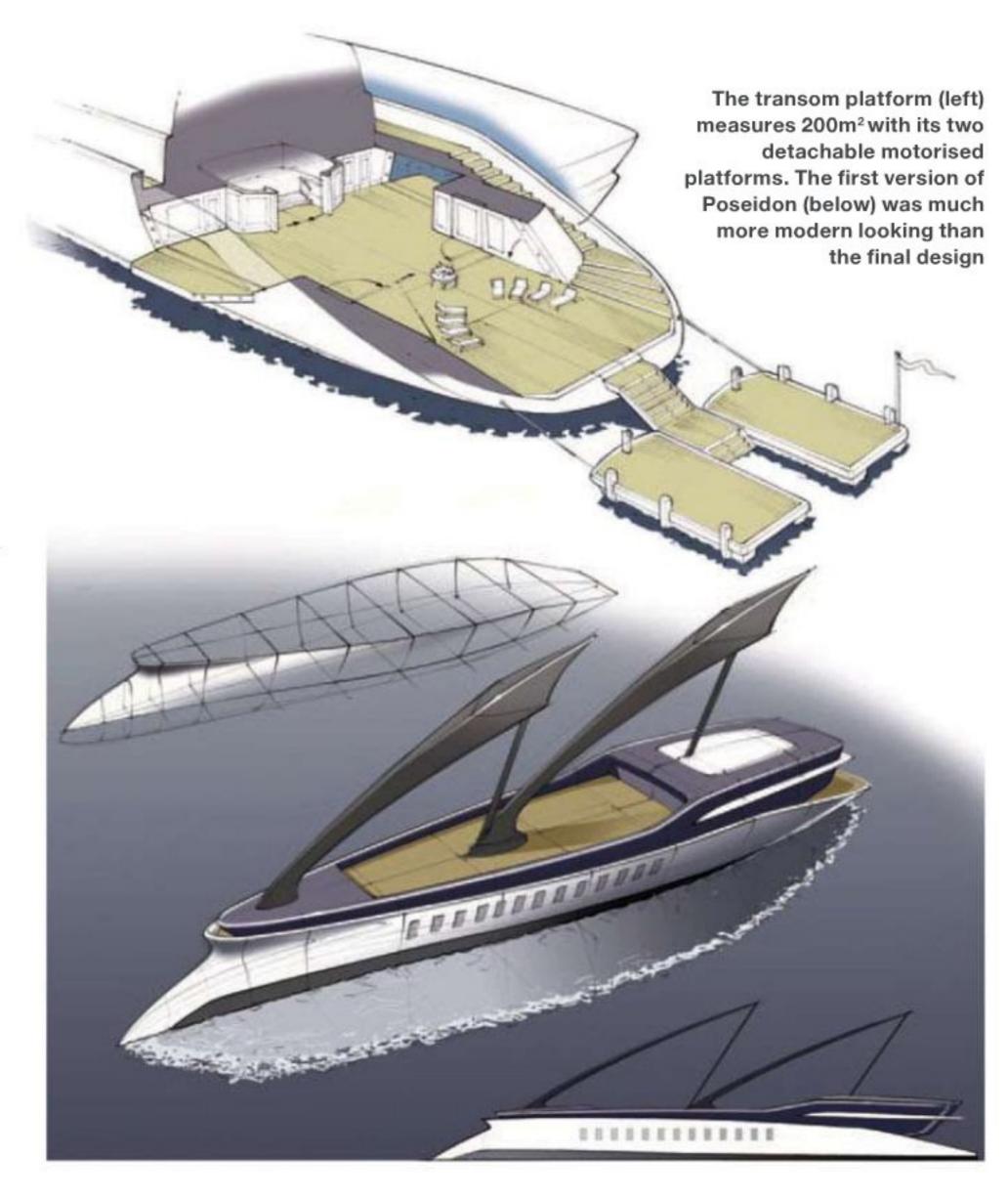
If owners do choose to be social, the terrace of their suite can be transformed into a stage for concerts. A few steps down, the 1,150 square metre entertainment deck can accommodate 1,200 people. This features a lawn (originally created for the client's dog) and another swimming pool with a waterfall, island and retractable glass roof.

Forward of the entertainment deck is the bridge, which crew access from the lowered side deck. Six guest cabins are located on the main deck of the four-deck boat, and indoor amenities include a large upper deck saloon and library, and a main deck cinema or beach lounge. Aft of here is a transom platform extended to measure 200 square metres by two detachable platforms.

'They are actually catamarans with steering consoles,' says Eidsgaard. 'You would drive them out of the tender garage and moor them here. This means any wake or swell goes through and they just float with the boat.'

Guests stepping from a tender here would get perhaps the most impressive view on board. Arriving at the transom, they would ascend one of the 1.5 metre wide staircases on either side of the aft castle before strolling along the side decks. This route is designed to give guests a feeling of the grand scale of the boat.

And grand it is. Not just in terms of size, but in its palatial spaces, bold design features and the sheer imaginative force behind it. The only boxes within sight of Poseidon have been teak-decked and motorised.



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#### A SUITABLY GOURMET DATE WITH A SPECIALTY FOOD ENTREPRENEUR - AND LONG-TIME OWNER OF EXPLORER YACHT ANDIAMO

words: Mark Chisnell photography: Erick Gibson, Nancy Mueller

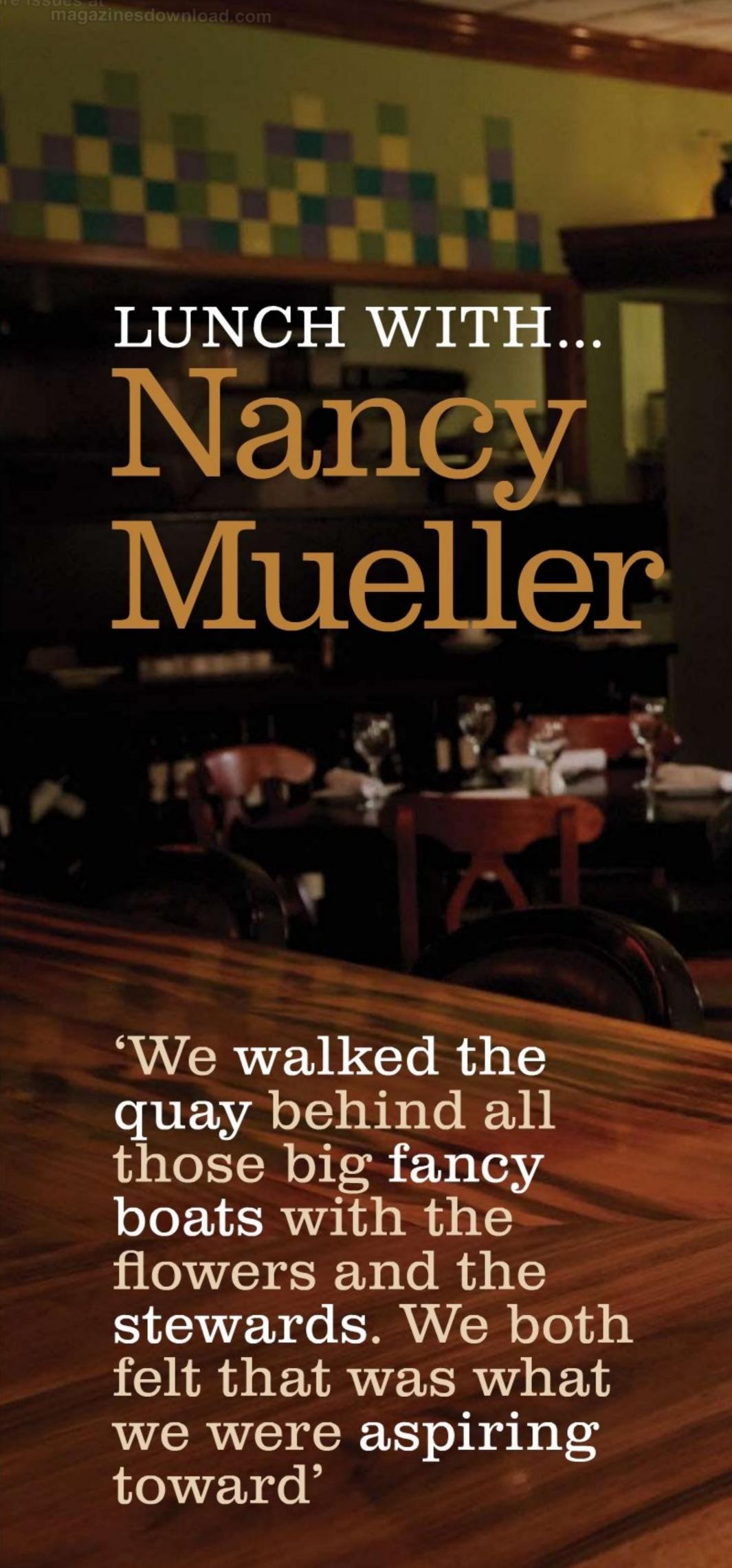
If you are American, it's very likely that you will have come across Nancy Mueller although you might not have realised it. She's responsible for Nancy's Specialty Foods, and the frozen appetisers and entrées that have been rescuing the busy party host or hostess for the past three decades. Mueller grew the company from her kitchen upwards, before selling up in 1999 and building a 42.6 metre Feadship. She's been cruising the world with her camera and scuba gear ever since.

We meet at Eclipse, a bistro in Wilmington, Delaware, just a handful of blocks from where Mueller's daughter lives. The place has a very cool, European vibe and an eclectic music mix. When she arrives, Mueller is barely an hour off the plane from Palo Alto, California, where she now lives, but you'd never know it and she launches herself into lunch and conversation with the same gusto that built a pastry empire.

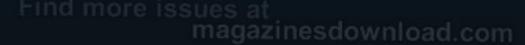
Nancy Mueller was a natural-born entrepreneur, selling lemonade from a kerb-side stand as a six-year-old. But she began her working life as a research chemist, graduated with a bachelor's degree in chemistry from Russell Sage College, New York, in 1965, and followed her new husband, Glenn Mueller, to Stanford. There she took a job with Syntex Corporation in Palo Alto, California, at the heart of the nascent Silicon Valley. In the 1960s, Syntex was a high-flying corporation, responsible for the female birth-control pill.

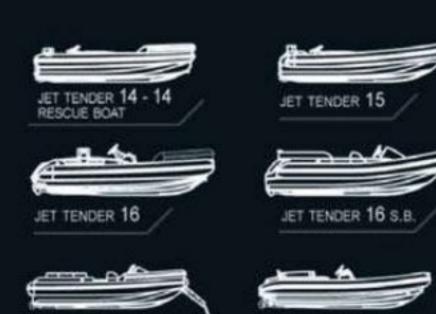
Her career as a chemist ended after five years when the couple had children, but her entrepreneurial spirit could not be held down. Glenn Mueller was a Silicon Valley venture capitalist and entertaining was a part of











JET TENDER 17

JET TENDER 18





#### THE NEW ULTIMATE

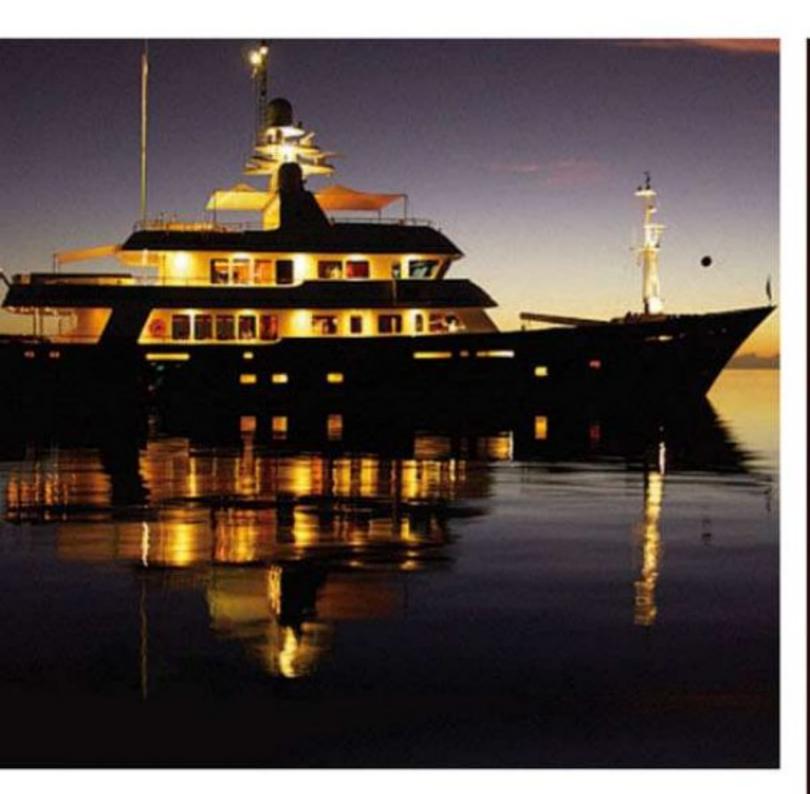
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'I converted quiche into yacht. Not all of it, but I converted some of the quiche returns into yacht'



life; every year from 1972 to his death in 1994, Nancy held a Christmas party for a couple of hundred people and made a lot of appetisers. Back in 1972 it wasn't possible to buy vol-au-vents from the local grocer, and Mueller soon spotted the gap in the market: the busy, liberated babyboomer generation needed help with all that partying, and Nancy's Specialty Foods stepped in.

The company started in 1977 when, encouraged by friends, she began to sell her appetisers to local shops and restaurants. The early path was not smooth - by late 1983 it was a company of 50 employees manufacturing pastries, largely by hand, and half-a-million dollars in the red. Two weeks before Christmas that same year they sat down to figure a way out of the hole - and came up with Petite Quiche (described as 'Swiss cheese and savoury bacon with fresh milk, eggs, onions, and chives, delicately baked in a rich buttery pastry'). Mueller took the new product down to the American bulk-buy retail chain Price Club, which ordered 25 cases for two outlets and 'it flew out of the store'. The rest is history - that, a lot of hard work and initiative, and a great-tasting crust.

Mueller built her company to a multi-million-dollar business from \$30,000 of start-up capital, by identifying problems and finding innovative solutions. There was the retired aerospace engineer down the street, who

made the jigs and dies for the pie-maker, the spinach press that started life as a washing machine, and the instore product demos. And there were lucky breaks; while Julia Child's Mastering the Art of French Cooking had introduced quiche to a US audience in the 1960s (and taught Mueller to cook), it was Bruce Feirstein's 1982 bestseller, Real Men Don't Eat Quiche, that brought it into the mainstream.

By the time she sold up in 1999, Nancy's Specialty Foods had 350 employees and was still expanding. But there were other things she wanted to do and she was concerned that 65 per cent of her business was with just two companies. 'And so I converted quiche into yacht. Not all of it, but I converted some of the quiche returns into yacht,' she explains.

Mueller's boating story starts young, when her family rented an off-season Nantucket shack from a friend. She was only eight or nine, and would sit on the beach watching the boats and want to be out there; sadly, her family didn't have the money. But the seed was sown and it got watered a little more in 1968 when she was on vacation in Italy with Glenn, living on \$5 a day. Friends had recommended they see Portofino. 'We ended up spending \$20 for a room there, which was unbelievably expensive, but it was the best time we had. We walked

Mueller parlayed her Specialty food business into an empire that allowed her to commission the 43m motor yacht Andiamo and go on long global cruises



#### 'It was an emotional release that I felt being on the boat, on the water, and I decided that was what I wanted to do'







the quay behind all those big fancy boats with the flowers and the stewards and everything. We both felt that was what we were aspiring to.'

At Stanford, Nancy took sailing lessons with Glenn and they bought a Santana 22 with a friend, owning it for five years, sailing and racing out of Sausalito Yacht Club. The next boat was a Ranger 26, then a Cal 330, but that needed more crew, and with their friends starting families, it got harder to find people. So they swapped to a motor yacht; a Grand Banks 42, eventually replaced by a 16 metre Tollycraft they had built in 1989, cruising her as far north as Alaska and as far south as Acapulco.

They didn't always take their own boats, though: they also chartered. It was another trip to the Mediterranean that was to be influential: three weeks in 1992 on a 37 metre motor yacht. 'This was the height of my husband's fantasy, a wonderful experience and it really gave us the bug,' she says. His tragic early death in 1994 dashed those fantasies.

Four years later Mueller took a break, went down to San Diego and Baja on the Tollycraft with the captain and a friend. She had already called in an investment bank to value the business: 'At the end of this cruise I came back and decided I was going to sell; it was an emotional release that I felt being on the boat, on the water, and I decided that was what I wanted to do. I was 55 and I had the rest of my life in front of me., I had a business that was booming – what better time to sell a company?' And so *Andiamo* was born.

Nancy's was sold on 31 July 1999 and Mueller already had a plan for a 32 metre motor yacht. She hired a naval architect, Doug Sharp, to advise her and write the specifications – and she read all the magazines. She visited design firm Glade Johnson in Seattle and chose it to do the interior, and even did \$250,000 of tank testing. She wanted a classic look, an expedition boat, and slowly, inevitably, it got bigger. 'The crew quarters weren't big enough, the galley wasn't big enough, the staterooms were too small... The whole metrics of the boat came from the galley. The (cooking) pots that I got, I took them over to Feadship and [told them] this is how they are going to be organised in the drawer, build the drawer that size and it was from there the boat flowed.'

Finally, *Andiamo* was drawn to be 42.6 metres and Mueller took bids from six yards, visiting five of them before choosing Feadship. The contract was placed in January 2000, with Mueller retaining a lot of control. 'I basically made all of the decisions in the yacht except the

Andiamo on her travels
(above), part of a decadelong series of voyages that
have enabled Mueller to
dive and photograph to her
heart's content





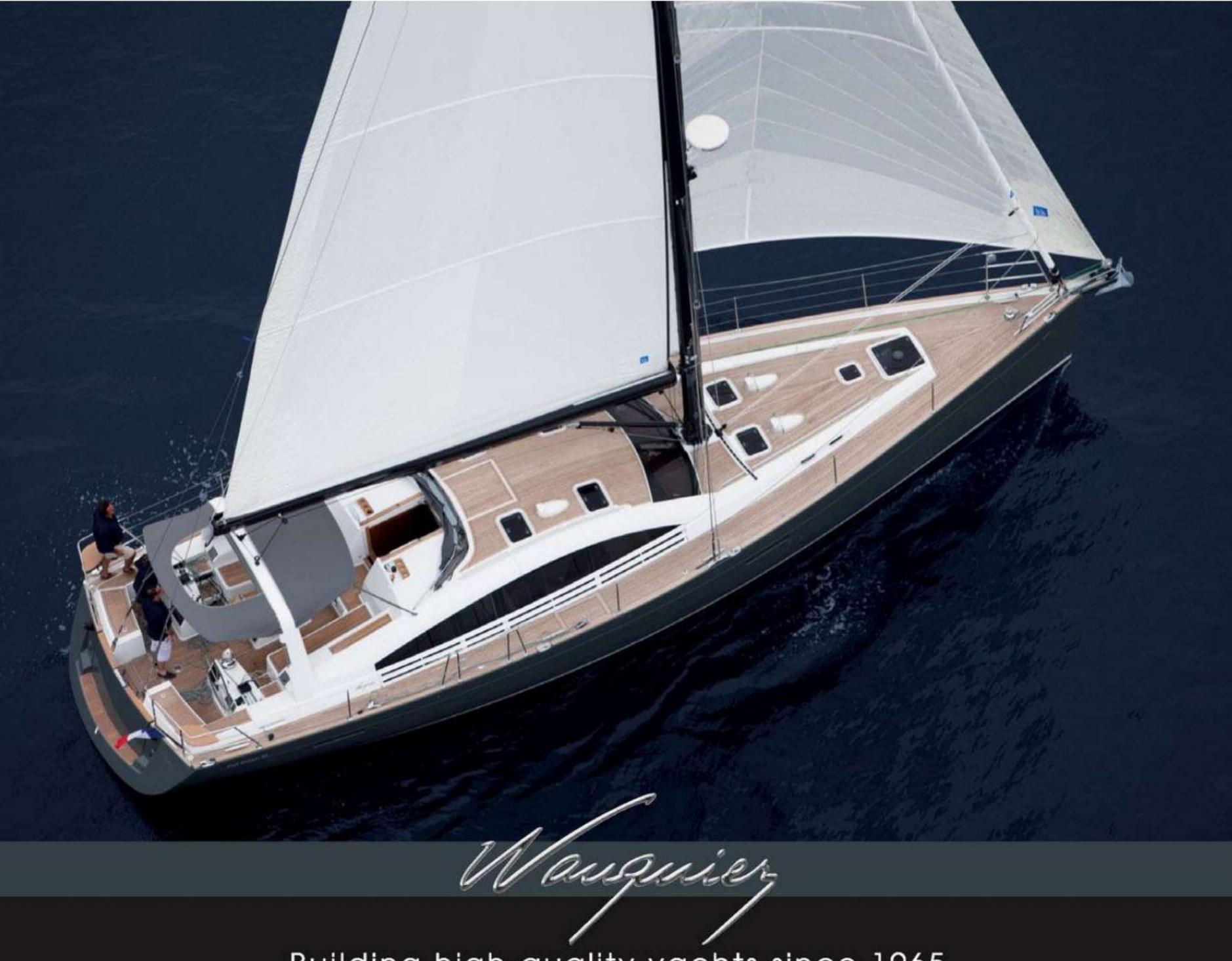
35m (II5') Raised Pilot House Motor Yacht



33.7m (IIO') Catamaran Motor Yacht







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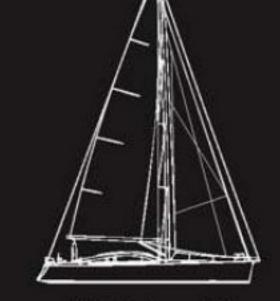
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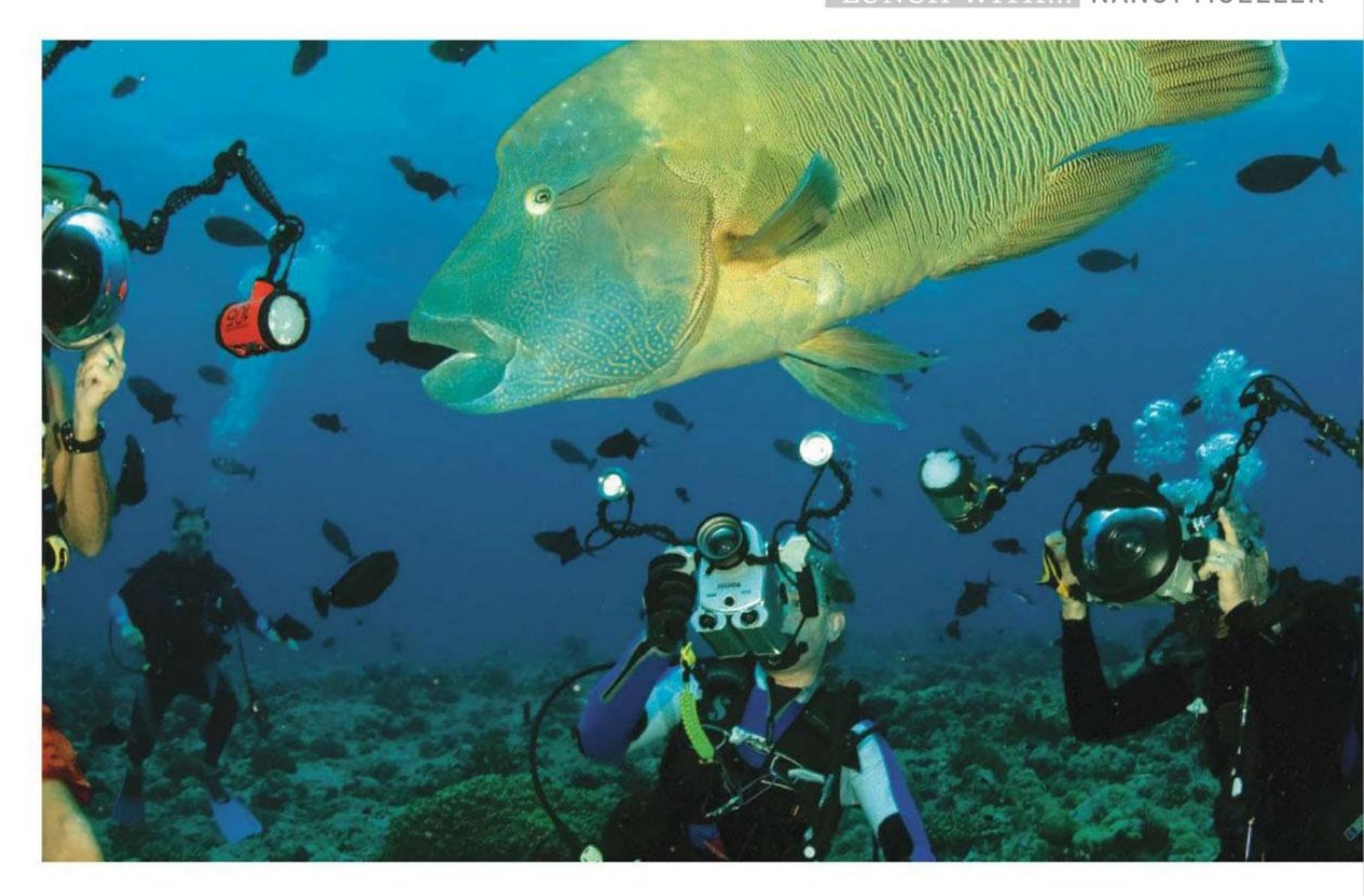
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Pilot Saloon 47

Pilot Saloon 55



# 'It was the only boat I was ever planning on building, and it had to be right'

Mueller has a close encounter (above); her stunning imagery, taken over years of global exploration, is being exhibited at the Apalachicola Museum of Art in Florida



engine room and the mechanics.' The boat was Lloyd'sbuilt and MCA-regulated - Mueller is very safety conscious, doing all the training for her captain's licence during this period. She hasn't done the hours to get the ticket, but she has all the knowledge to help her make informed choices. 'I would encourage every owner to do that; it put me into the minds of the crew. It was the only boat I was ever planning on building and it had to be right.'

'Safety first' and 'function over form' were her mottos, and with good reason; Andiamo has ranged far and wide over the oceans and seas of our blue planet, and even has thickened plating at the waterline to repel a half-sunken container at 11 knots. She was launched for sea trials in October 2002, with Mueller taking ownership on 3 January 2003, almost exactly three years after she was ordered. Andiamo won a Showboats Award that year.

The crew took Andiamo to the Canaries from the Dutch Royal van Lent shipyard where she was built, and Mueller joined her there for the trip across the Atlantic to St Lucia. Mueller's daughter had graduated from business school and they threw a celebratory party on the island with 12 of her friends, the crew and even some service technicians who were on board.

For the first three years Andiamo mostly remained in the Atlantic, moving into the Pacific after Raymond Heer took over as captain. Mueller says she strives for a collegial atmosphere; the uniforms are informal and the captain will usually dine with the guests when they are not at sea. For the past nine years (with one exception) she has spent more than six months out of every 12 on board, usually in five or six trips. Whenever his schedule permits, Nancy Mueller is joined by her husband Bob Fox - she remarried in 2001 - and each trip is broken into smaller cruises, punctuated by the departure and arrival of groups of friends. Since setting off into the Pacific, Andiamo has been on a slow, steady circumnavigation.

Mueller says there are three motivations for her cruises. First, she wanted to be with friends; each cruise was long enough that everyone aboard would have the opportunity to get to know each other better. Second, Mueller wanted 'to get to see the world, to get to know the cultures of the world'. She'd done the ritzy places and she'd much rather anchor off a remote beach than be moored somewhere trendy. Finally, there was the diving and the photography. The diving came first and she added the camera when a friend suggested the idea, subsequently specialising in







'I've been to most places I want to go to, and after nine years of being gone for more than six months a year, I got a little homesick'

underwater images taken during her 1,100 dives. She currently has a three-month exhibition under way at the Apalachicola Museum of Art in Florida.

Nancy Mueller has taken Andiamo east through the Mediterranean to Turkey, north to Maine in the Atlantic and Alaska in the Pacific. They've gone south to the Galápagos islands and then on the westbound trail to French Polynesia, Tonga and Samoa, down to New Zealand, back north to Vanuatu and Australia, Palau and Papua New Guinea, before heading into Asia and visiting Borneo, Thailand and Myanmar, then westward again across the Indian Ocean before tackling the Suez Canal (complete with armed guards) to return to the Mediterranean.

Her favourite areas include Vanuatu, south east Alaska and the Galápagos islands, with the Tuamotu Archipelago and Indonesia's Lembeh Strait her top dive spots; the former for the sharks and the latter for the photography. It's an extraordinary travelogue and the photographs are stunning. The memories must be incredible, but nevertheless, Andiamo is now for sale.

Tve been to most of the places I want to go to, and I have to admit, after nine years of being gone for more than six months a year, travelling to faraway places, I got a little homesick. It was originally a 10-year project, but once I was over in Sri Lanka I just decided to keep going.'

Mueller thinks she will wait a couple of years to see how she feels about another boat, and perhaps charter in the meantime. She admits that it won't be the same - she'll now have to pack her dive and photography kit, for example, instead of having it on board waiting for her. But she'll have a little more time for her other interests; she's a trustee at the technological university Rensselaer Polytechnic Institute in New York, a position she took over from Glenn Mueller, and she's on the board of the San Francisco Opera, after going to see La Bobème following his loss.

Mueller's is a remarkable story of achievement; she seems to have had no trouble with glass ceilings, either, and says it's because she ran her own business, rather than climbing a corporate ladder. She was also inspired by her college, where not only were all the students female, but all the positions of authority were held by women as well. 'We didn't think of ourselves as not being able to do something,' she says. She offers an example of when a European food processing equipment manufacturer tried to fob her off with a half-hour wait and a meeting with an engineer. But on the whole, she feels she got the respect she deserved from the men she came across in business - whether they were plant manufacturers or Wall Street bankers.

But then, once you've met her, you realise it couldn't be any other way.



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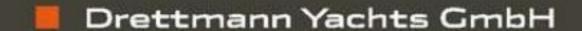
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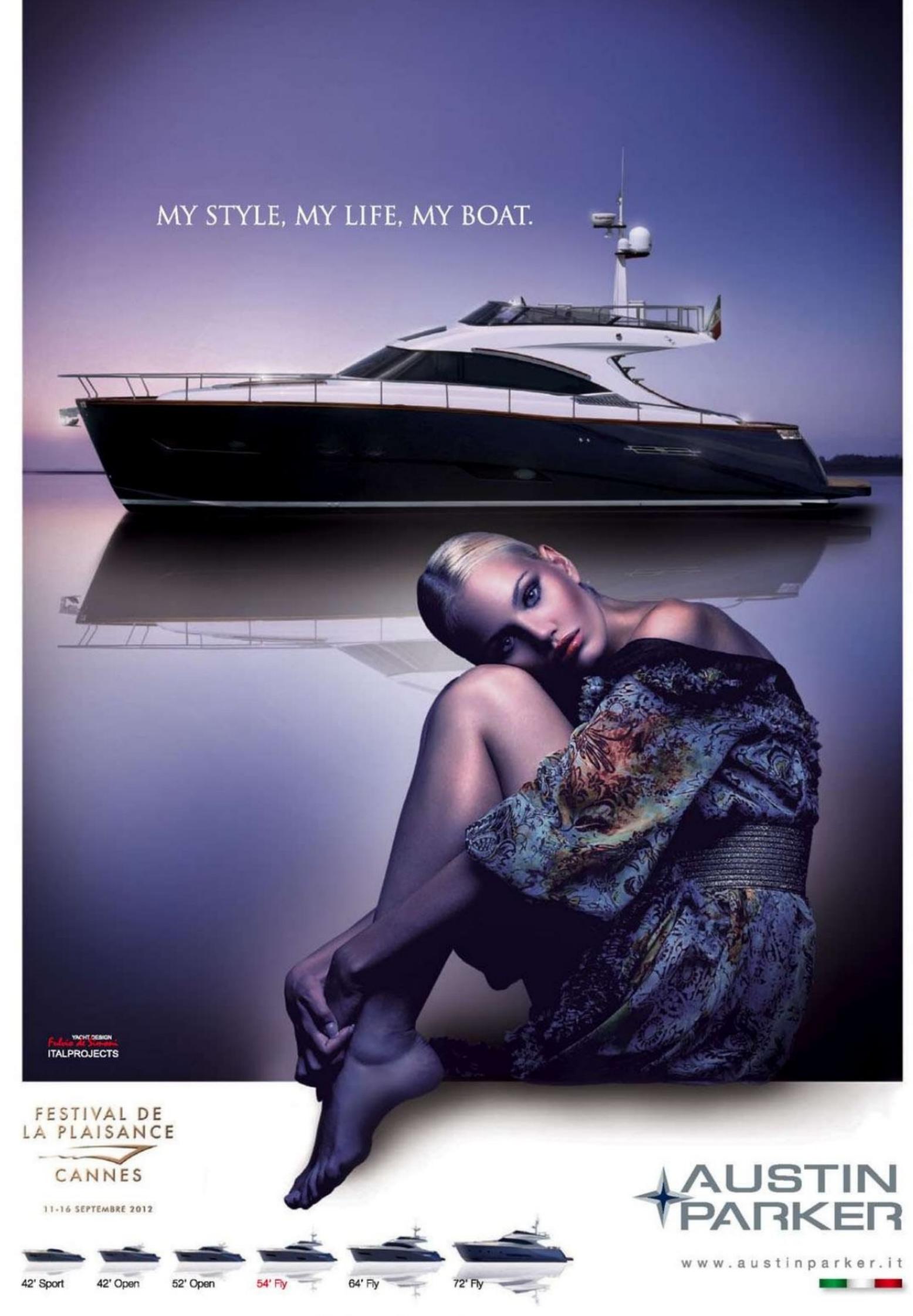














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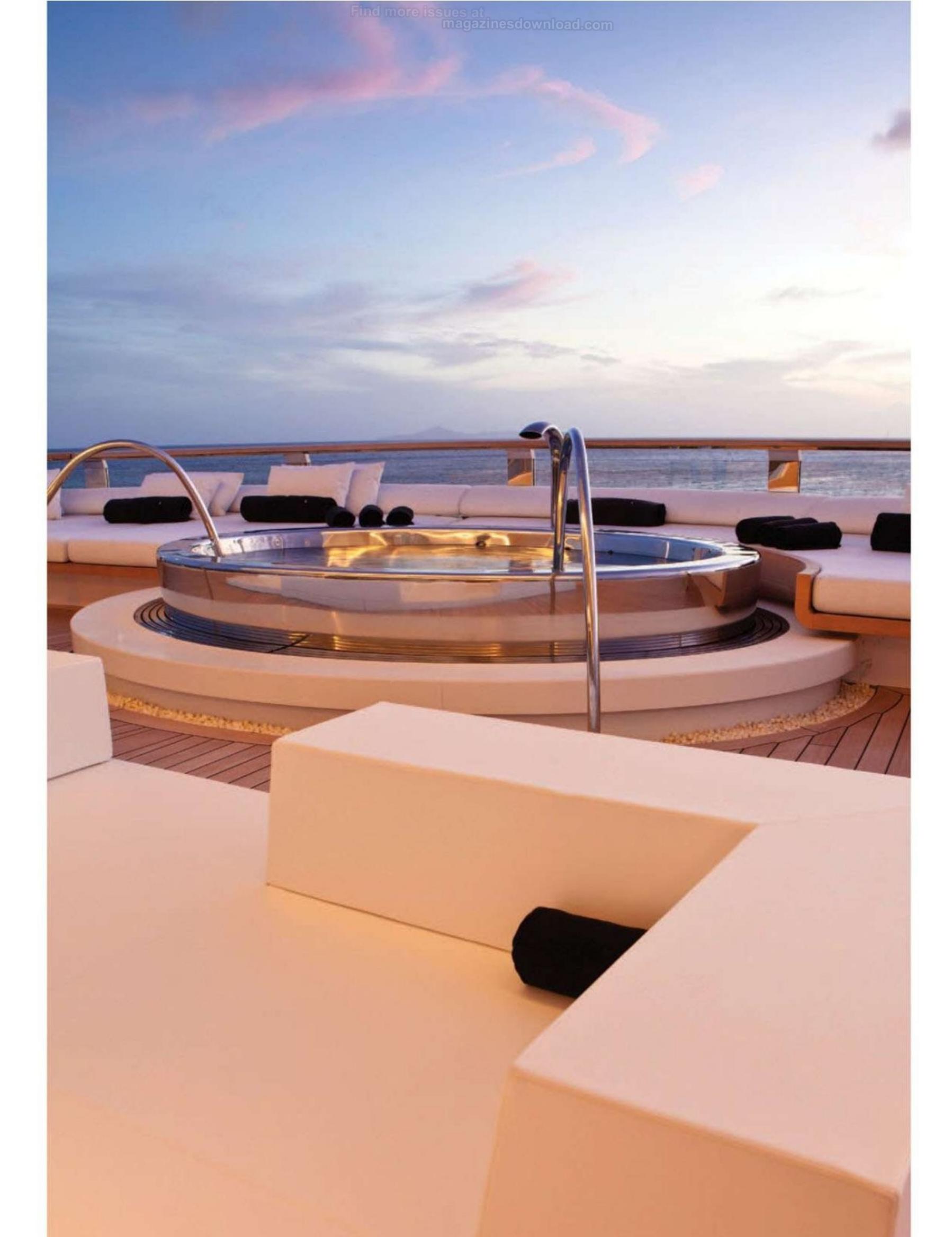
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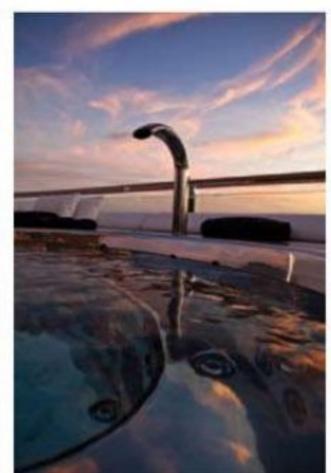














## AT 96 METRES, VAVA II'S MIX OF FAMILY FRIENDLY SPACES AND HAUTE DESIGN MARK HER AS ONE OF THE MOST SIGNIFICANT YACHTS OF RECENT TIMES

As the RIB closed in on *Vava II* in a windswept bay in Sardinia, I noticed something curious. Like the infinite scaling of fractals or the deceptive proximity of a distant mountain range, she didn't seem to get larger the closer we pulled. It is a strange illusion. Perhaps it stems from her unflared plumb bow, clean lines, subtle black highlights in the superstructure and the occasional fashion plate curve, all conceived through many collaborative design sessions with the owners, their representatives and the design team.

From afar Vava II shows a nod to contemporary styling while retaining a classic elegance – she draws on current fashions, but is not tied to them. But get up close, and her sleek linear profile reveals subtle curves and suggests a link to a sailing pedigree. This was my first hint to the identity and tastes of a most engaged owner.

The signature colours and textures of her interior are provided by the dominant materials. There is a continual juxtaposition of natural, raw against design couture, high-gloss. This interplay reflects the use of the yacht as a playground for children, a family home and a showcase of European haute design.

There is a minimalist approach to the interior, yet this does nothing to detract from the warmth one feels when walking barefoot along bleached teak flooring and woven leather carpets. I found myself scrunching my toes to gain every last sensation. Like those fractals, the further in you zoom, the more detail you see – fabrics that mirror the grain of the spruce and furniture that flips between horizontal and vertical from one element to the next. You are tempted to reach out and trace the changing textures with your hands as you pass by. There is a music and a rhythm at work on *Vava II*.

It is a palette that doesn't seek to dominate or distract, but rather to present a sophisticated canvas on which the real colour is painted – life. The yacht is made for enjoyment and again there is the awareness of the owning family's history in yachting, their *joie de vivre* and their very European eye and educated tastes. As we moved around the yacht, the captain repeatedly drew our attention to items reflecting the owner's attention to detail and his direct involvement throughout construction.

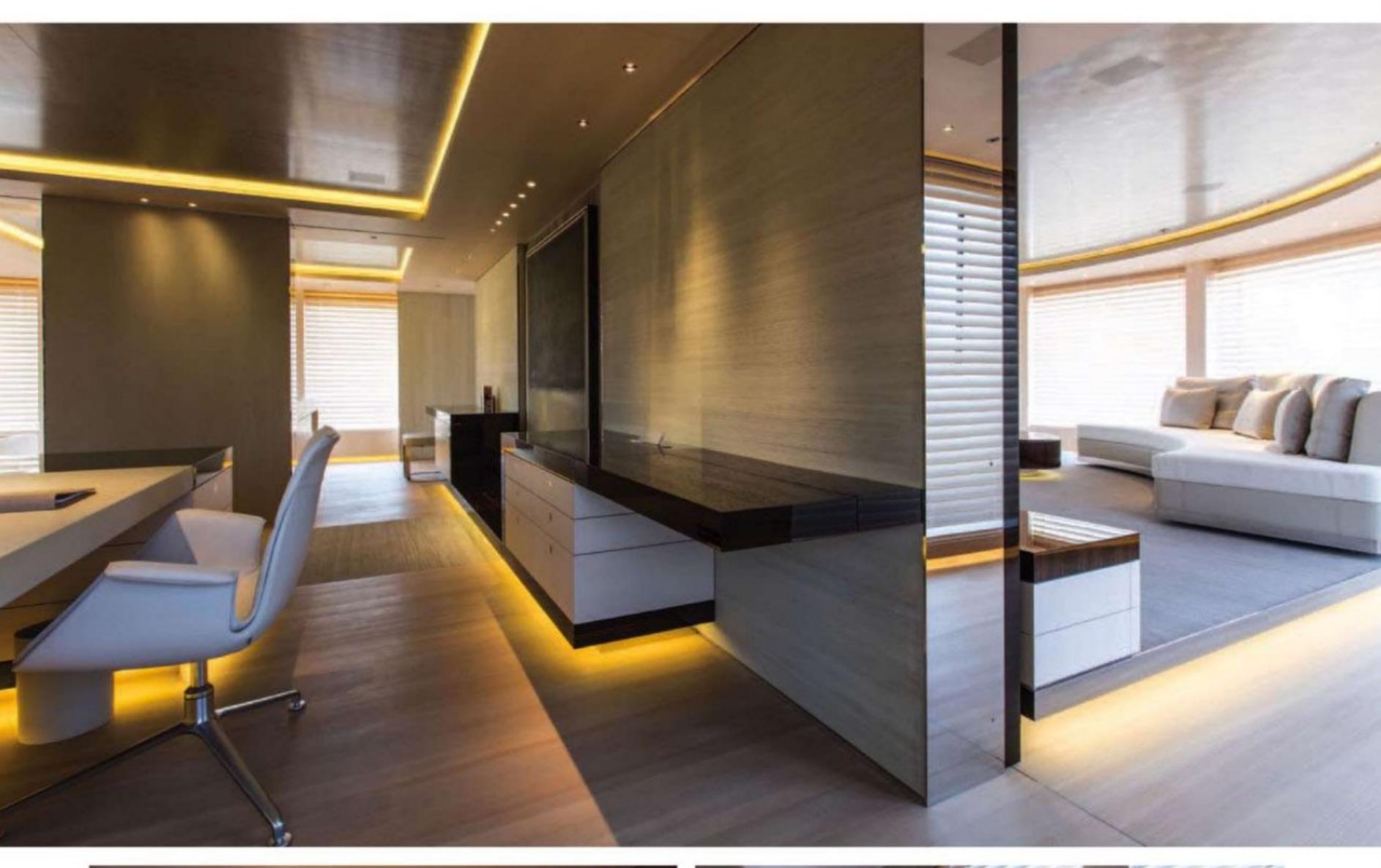
Take, for example, the main deck saloon, whose muted colours and contemporary furnishings offer comfort enough. But this space can be transformed—the 180-degree floor to ceiling windows retract into the superstructure, creating an astonishing inside-outside space directly connected to the large, seven-metre aft deck pool.

It is here that life and laughter combine, a hugely popular spot for guests by day and by night – again it is apparent the yacht was designed with a true awareness

### FROM AFAR *VAVA II* SHOWS A **NOD** TO **CONTEMPORARY STYLING** AND HER SLEEK LINEAR PROFILE REVEALS **SUBTLE**

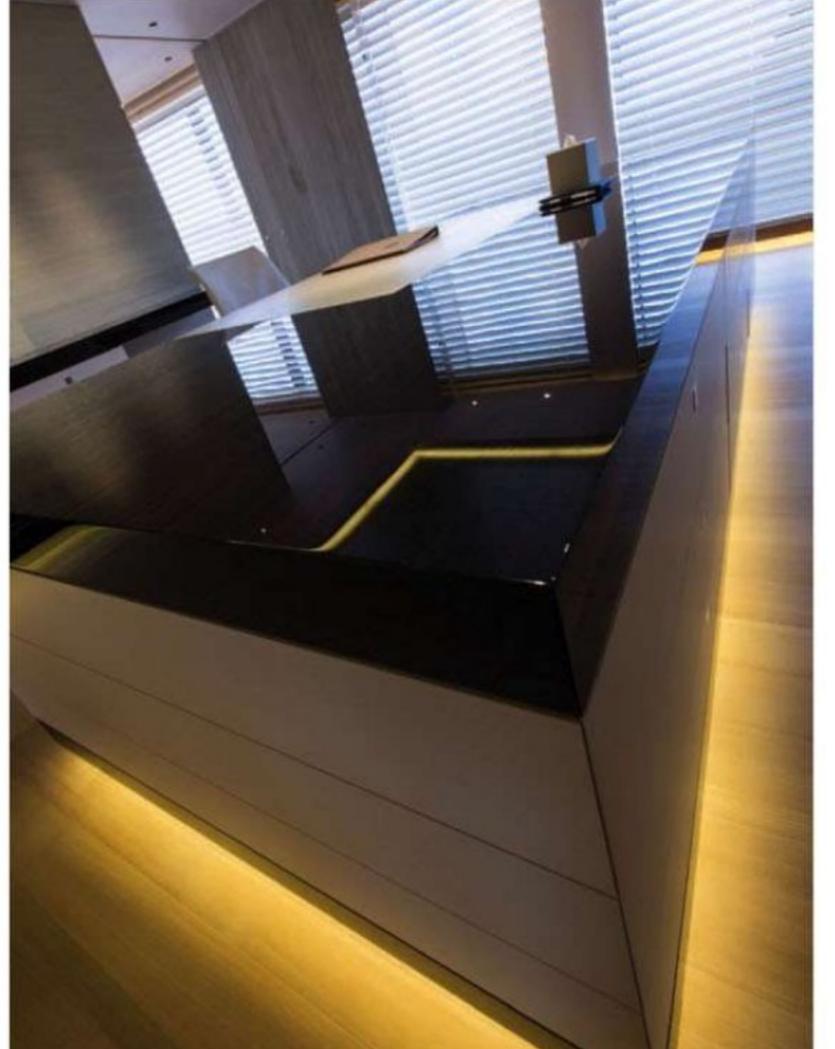












### THE SENSE OF SPACE IN THE MASTER SUITE IS TRULY IMPRESSIVE, AND ONE OF THE FEW CLUES TO VAVA II'S 3,933GT VOLUME



of the needs of a multi-generational family all at ease with the water. On any given day the aft deck moves from a place for quiet morning reflection, to an afternoon's mayhem of swimming pool volleyball and children trying to overcome an unfathomably strong water jet, to a stylish evening with lighting and sounds that would be the envy of any club in St Tropez.

This interaction with the outside from the inside is a key facet of the yacht. Her top deck sky bar opens out onto a panoramic seating area; aft, a helipad leads into a dedicated reception area where a distorted table suggests it has been shaped by the downdraft from the rotors.

One deck down on the bridge deck, the after part is a dedicated wellness area. I was astounded as I moved through a professional hair salon, a massage and beauty room, a large Hammam, and finally a large glass-walled fitness area equipped to a professional standard. I then looked outside and watched the water lap over the

infinity edged, stainless hot tub. I may not have indulged in any of the treatments on offer but just being there made me feel better for the experience. This is an area inspiring peace and relaxation.

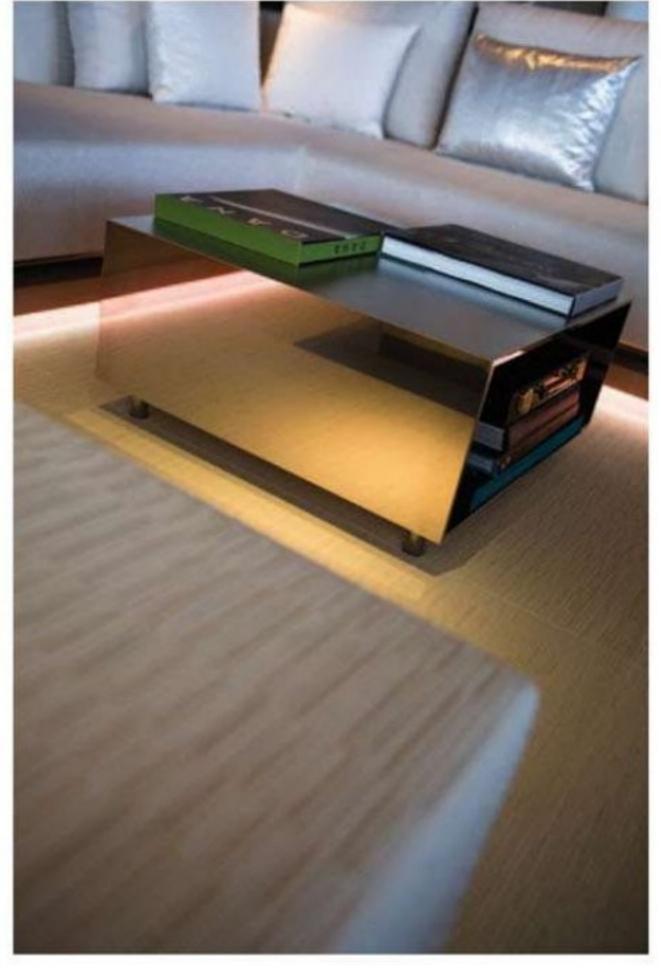
Being largely open plan the sense of space in the master suite is truly impressive, and one of the few clues to *Vava II's* 3,933GT volume. It is a private area where the family enjoy each other's company. As with other areas there is a connection throughout to the outside, again a reminder that this yacht was built not to hide from the sea but to engage with it.

Having mentioned the master it would be remiss not to draw attention to the VIP cabin – a space that would put most master suites on lesser yachts to shame. It is full width and is a true suite in its own right.

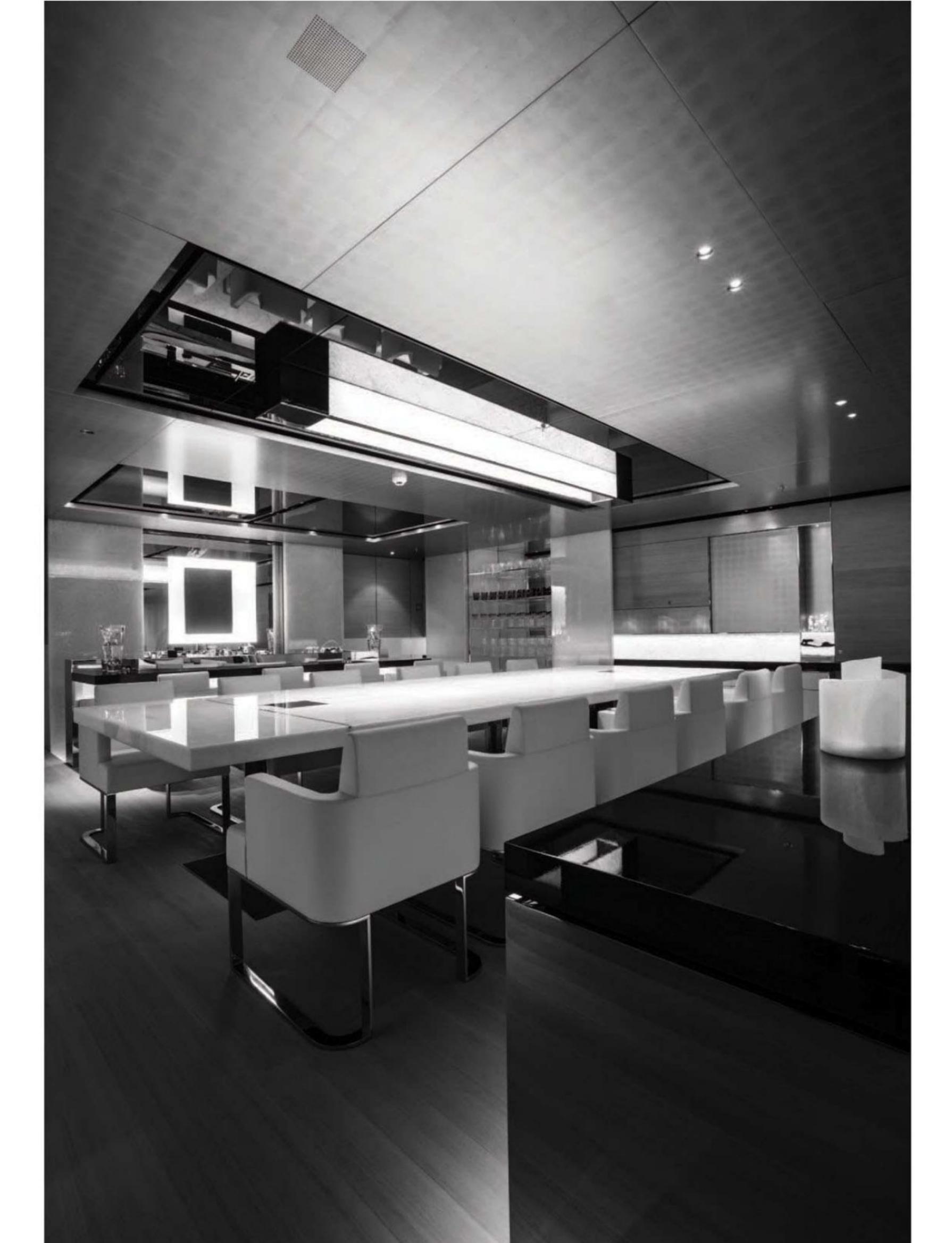
Of course, as you move around the boat into the support areas it is apparent this is a substantial operation. There is everything one would hope to see and then more, including simple things such as the dry store







The forward end of the main saloon offers a macassar bar with front and sides finished in backlit onyx, and a large formal dining table which is predominantly onyx with stainless and macassar details, and backlit quartz highlights. As elsewhere, most of the floor is left as bleached teak, giving a luxurious yet casual beach house feel. The aft seating area opens up to the aft deck to create a huge inside/outside space (overleaf)







also being a chiller if need be for extended cruising. 'Yachts don't run out of fuel,' pointed out the chef of the owner's previous yacht. 'They run out of food.' The everaware owner's team took heed and allocated the real estate appropriately. The captain let slip that extended cruising is something the yacht was constructed for and is currently in planning.

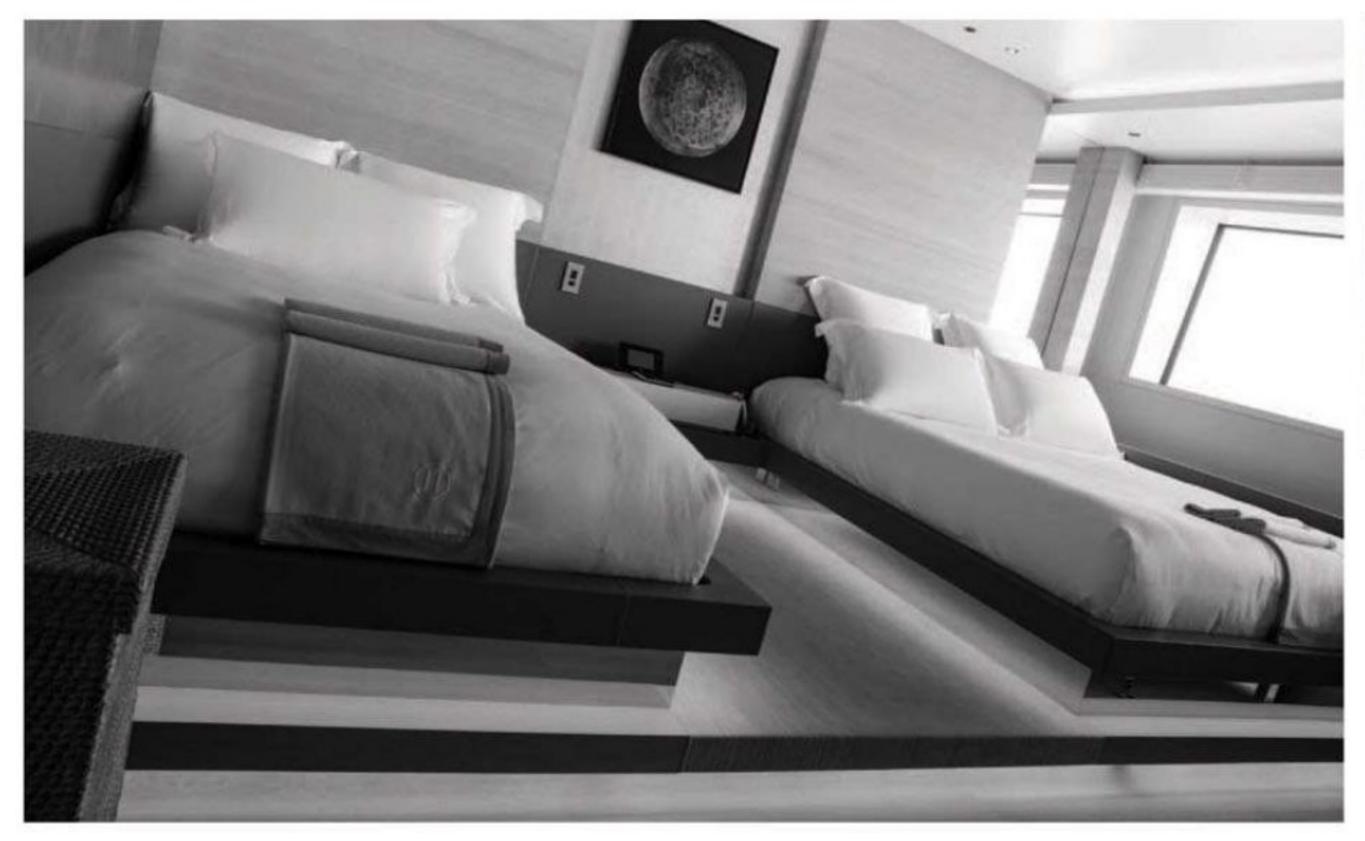
The bridge deck forward is all business, and has been designed around efficient operation. Aft of the main wheelhouse area are cabins for a pilot, the chief engineer and the captain, with additional offices both for the captain and the yacht's purser. The bridge itself employs a fully integrated Kongsberg system and the yacht is certified for paperless operation.

She is powered by four MTUs arranged in a fatherand-son configuration, delivering just over 4,000kW to each of the two shafts, for a total drive output through the inward-turning variable pitch props of 8,410kW.

Of note at the forward entrance to the engine room are several waste disposal systems that hint at the yacht's sympathetic approach to the ocean environment and her ability to sustain extended cruising away from port. When *Boat International* caught up with the yacht in Tarragona, and a week later in Sardinia, she had logged just over 10,000 miles since launch, including a couple of very rough passages. 'We saw 4.5 metre seas on the crossing to the Caribbean,' said her captain, 'and she handles well. The plumb bow cuts nicely through the seas, and she is also responsive in close-quarters manoeuvring.' Indeed, part of the spec was that she could crab at a rate of 0.25 metres per second with a 25-knot breeze on the beam. 'Toe in the rudders at 30-40 degrees, and she walks in beautifully,' he enthused. In addition, a dynamic positioning system has just been commissioned.

The achievements of such a new yacht appeared many, but the crew that hosted me did not seem to dwell on these nor the obvious aesthetics of the yacht. There was more attention and talk of energy, feel and culture. During my time on board I could see a crew that showed a true care for themselves, the contractors who were assisting with the final works and, with a subtle reverence, their guests. You couldn't miss the intensity of the work being undertaken during my visit, but

## 'YACHTS DON'T RUN OUT OF FUEL,'POINTED OUT THE CHEF, 'THEY RUN OUT OF FOOD.' THE EVER-AWARE OWNER'S TEAM TOOK HEED AND ALLOCATED THE REAL ESTATE APPROPRIATELY





The guest corridor on the main deck (right) includes a series of safety and storage cupboards, but such is the attention to detail the doors are all but invisible. The guest cabins (left) offer spacious comfort and spectacular views





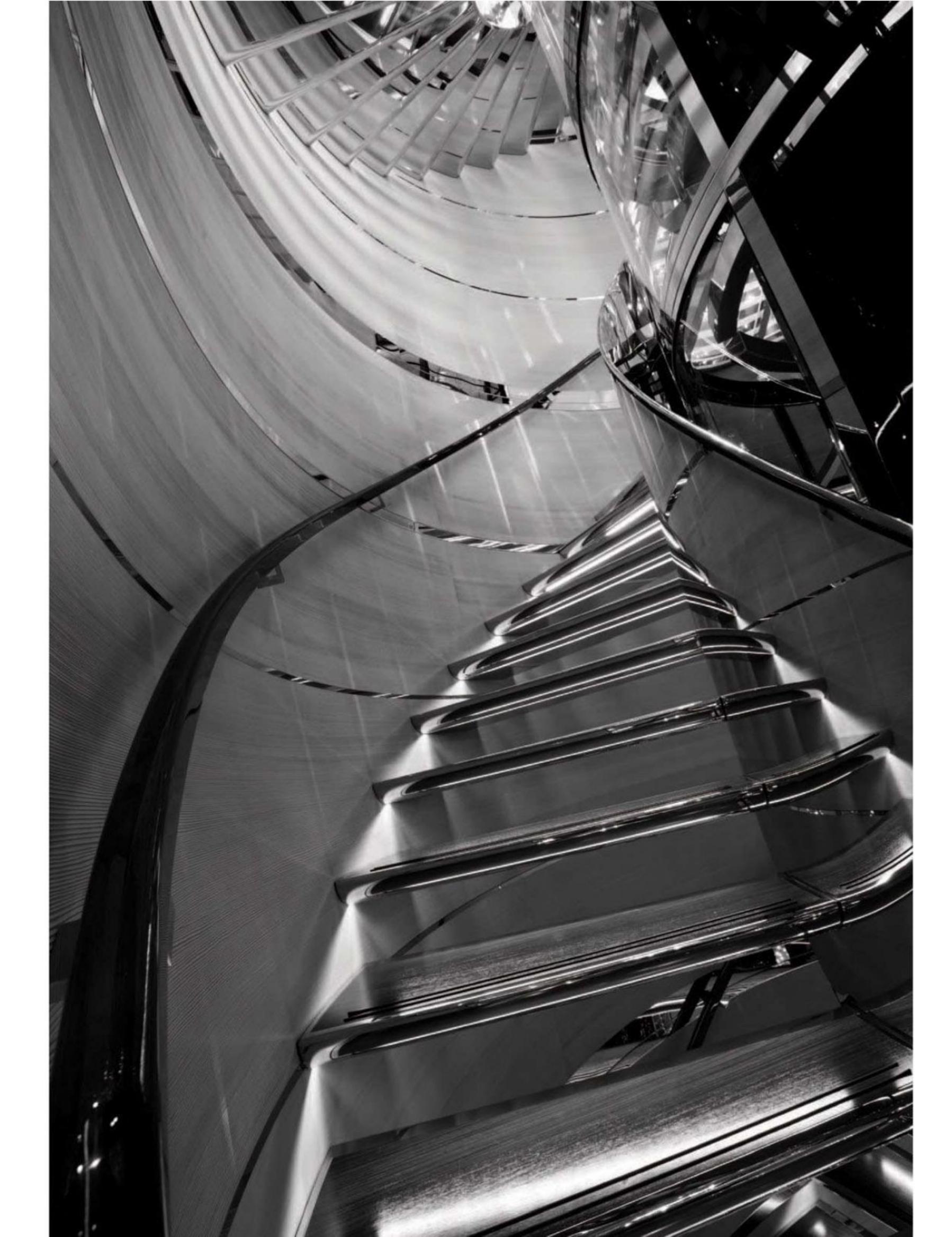
# CARIBBEAN,' SAID HER CAPTAIN, 'AND SHE **HANDLES WELL**. AND SHE IS **RESPONSIVE** IN **CLOSE-QUARTERS** MANOEUVRING'





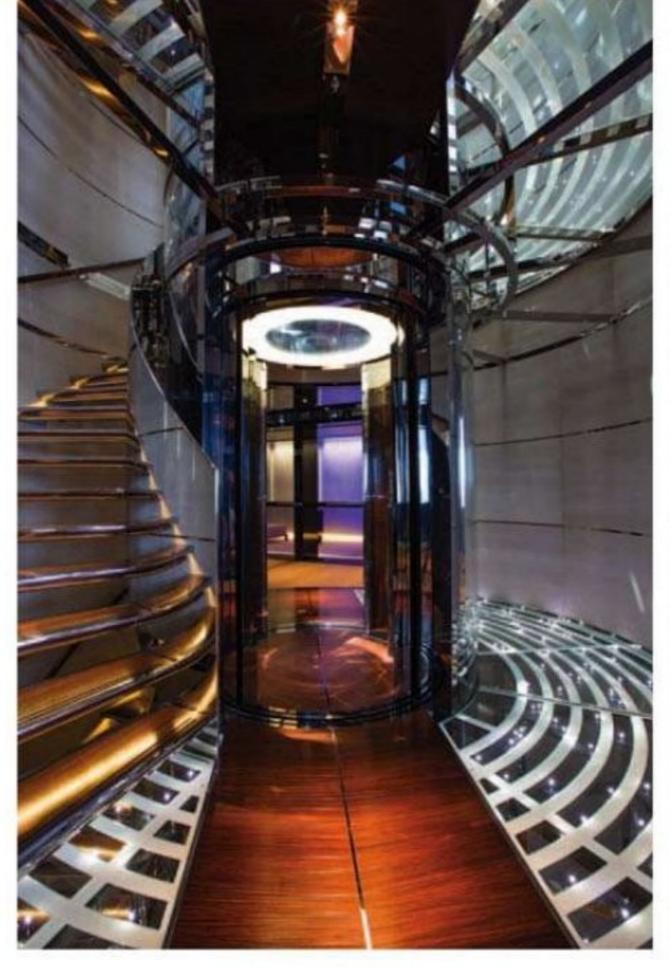
The VIP suite (left and right) puts the masters on most yachts to shame, spanning the full beam of the yacht and offering both a seating area and a work space. Signature materials include sycamore bleached teak, macassar and brushed spruce, with a woven leather carpet leading to the beat



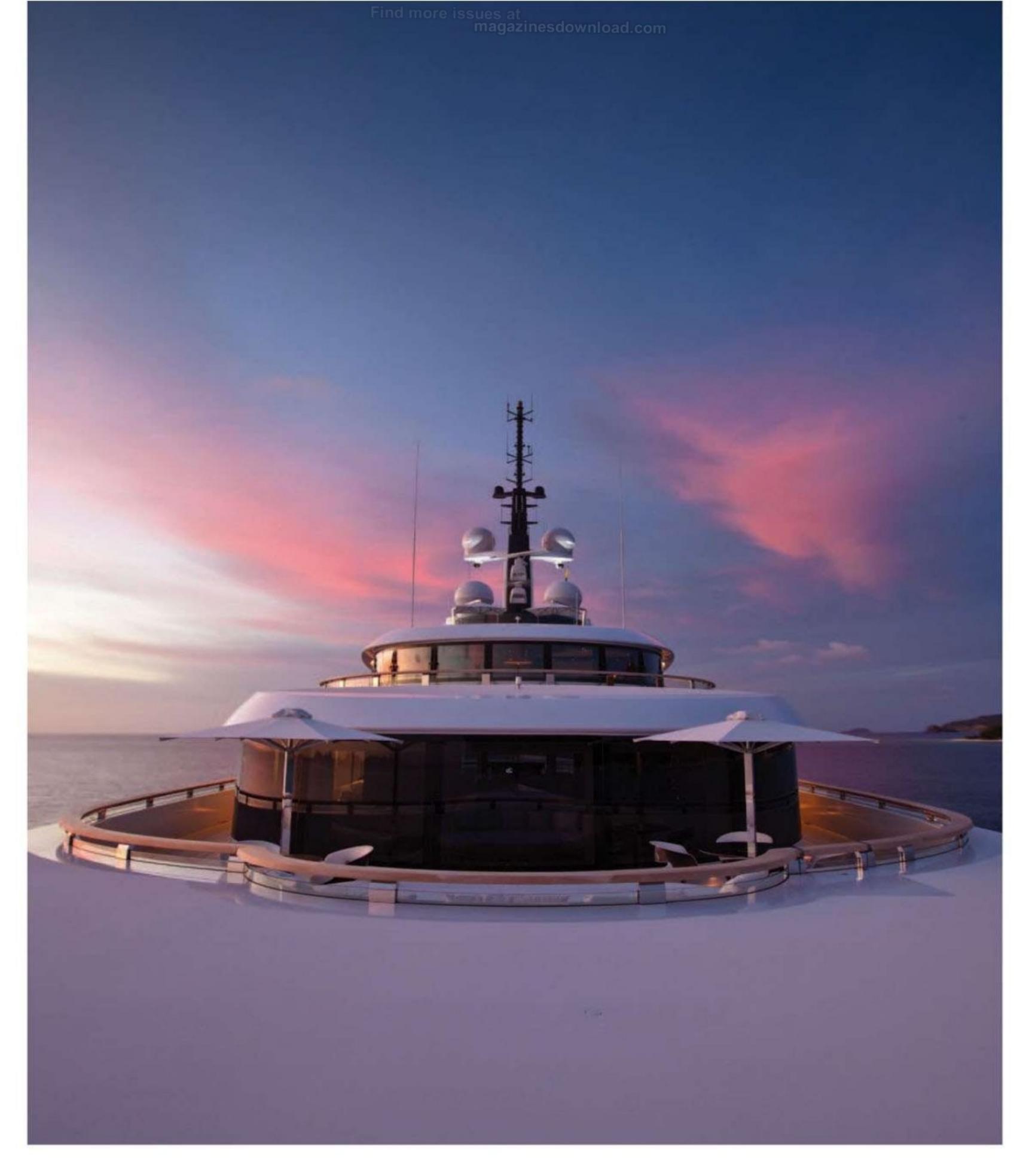




Once on board, subtle curves and styling cues, coupled with wide side decks, give added interest. The main interior stair, snaking around the lift, features mirrored stainless balustrades, oiled rosewood steps, and glass landings – inlaid with LEDs – which allow the light from the skylight at the top of the column to filter down through all six decks. The top deck sky bar (far right) also doubles as a mini casino







pride radiated from all those involved in the operation.

As the RIB pulled away from *Vava II* bound for Marina di Portisco, I had one last chance to look back at this magnificent yacht. Like those fractals, or those distant mountains, she didn't appear to get any smaller as we shot across the bay, and while her contemporary styling marked her as a standout yacht in the anchorage, she

showed a delicate subtlety that few other yachts have achieved. She is a canvas for life, for fun-filled holidays and adventurous cruises, successfully blending cool interior style with welcoming warmth, offering impressive space while retaining simple, intimate comfort. She is the very definition of a modern classic.









With an emphasis on fun and relaxation, guests can enjoy a variety of cuisines catered either from the aft deck barbecue or from the vast, professionally fitted galley which makes catering for larger parties a breeze. The fully equipped gym and wellness spa is perfect to work off the extra calories...







#### VAVA II

LOA 96m Beam 17.3m Draught 4.8m

Displacement 3,974 tonnes

Gross tonnage 3,933GT Engines

2 x MTU 16V 4000 M71 @ 2,465kW each, plus 2 x MTU 12V 4000 M70 @ 1,740kW each

Speed (max/cruise) 19 knots / 15 knots Range at 14 knots 5,000nm

Thrusters Van der Velden 220kW (stern); 2 x Brunvoll 300kW (bow) Generators 3 x MTU 12V 2000 M40A, 575kW each

Stabilisers 4 x Quantum zero speed

Fuel capacity 523mt Water capacity 96 tonnes

Crew 34

Tenders
2 x 12.4m Vaudrey
Miller custom; 2 x
7.8m Maritime Partner
SOLAS rescue boats;

1 x Ski Nautique

Construction

Steel, aluminium

Classification Lloyd's Register

**Year** 2012







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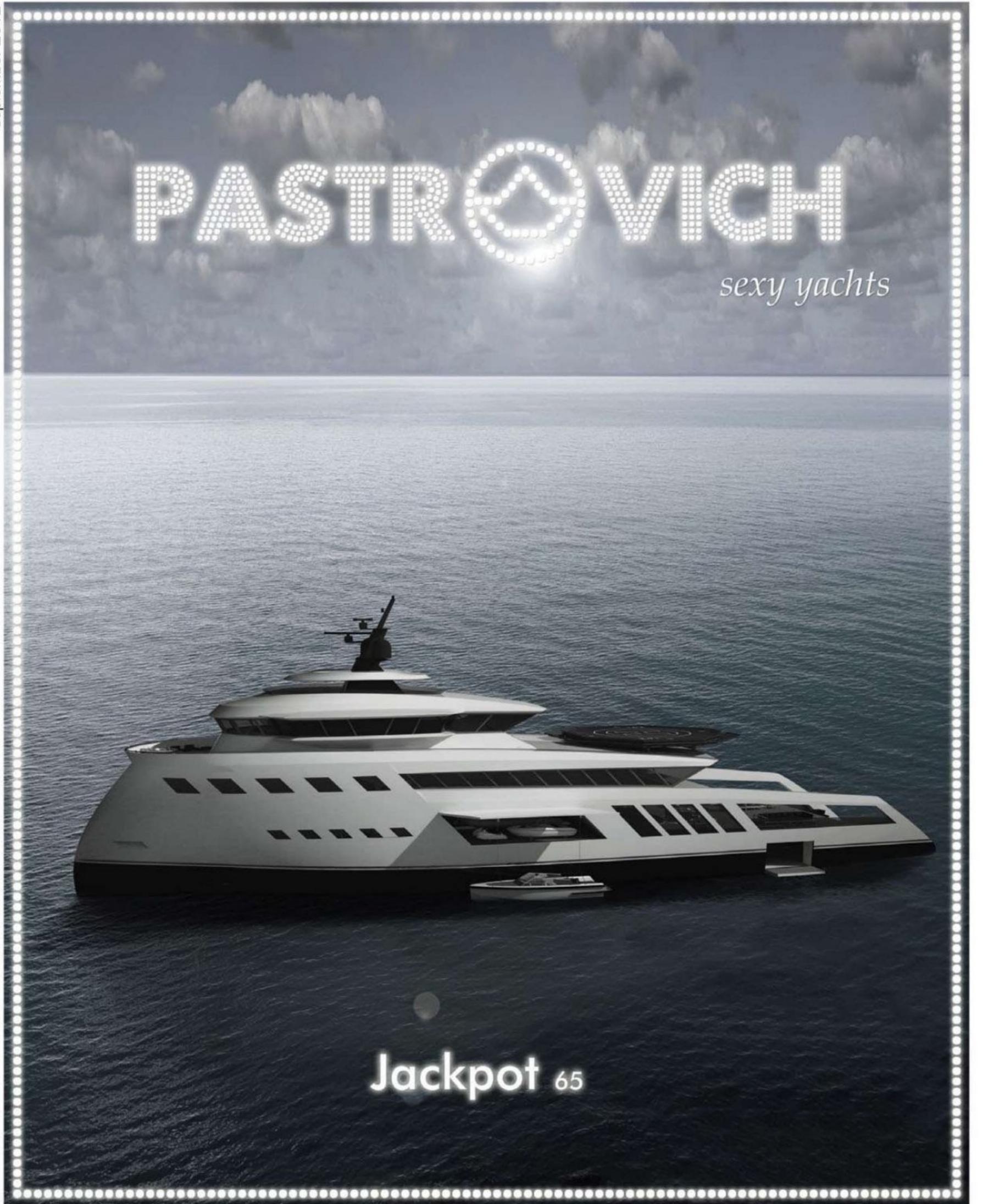
Konstantinos Doukas, owner of M/Y Duke



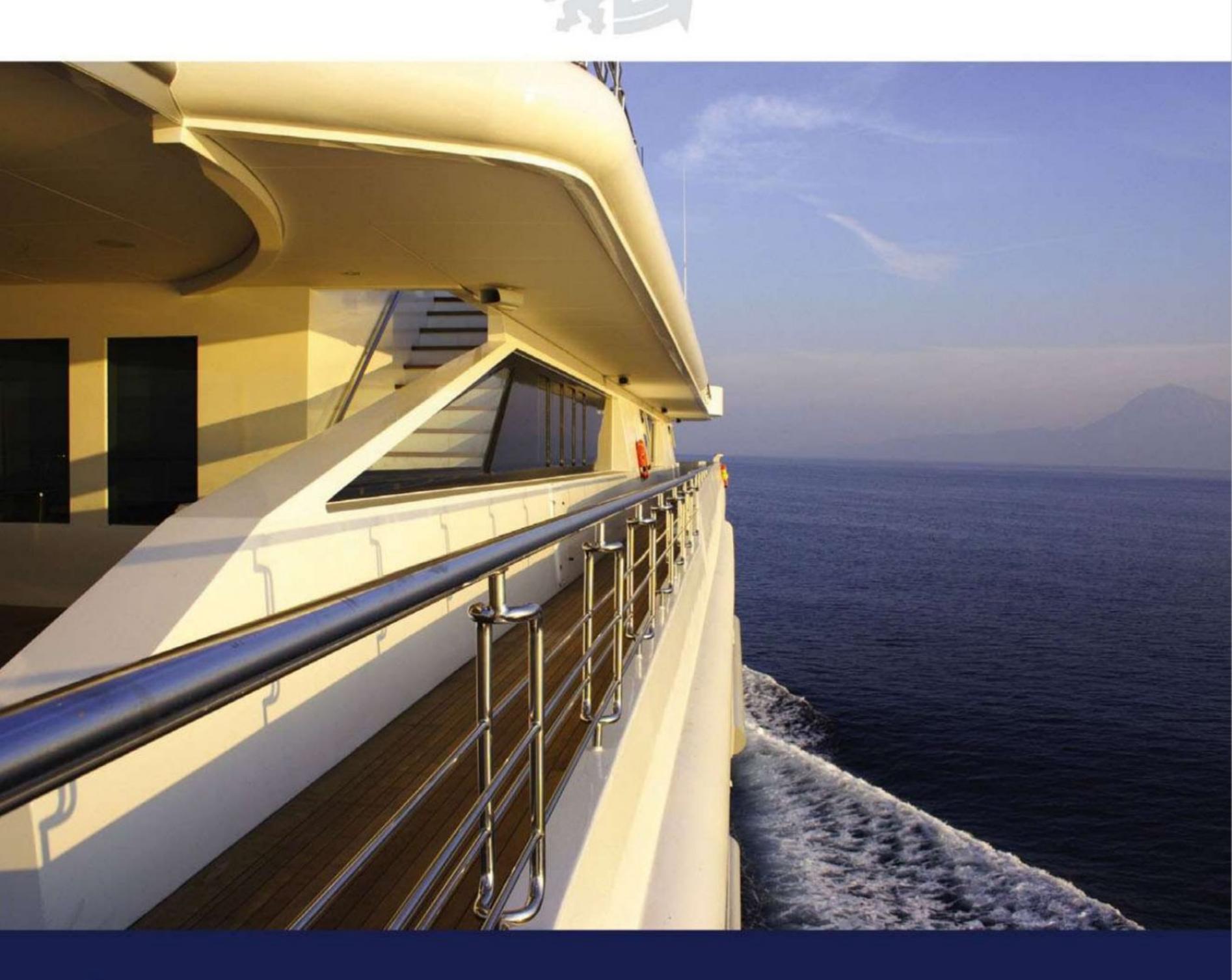
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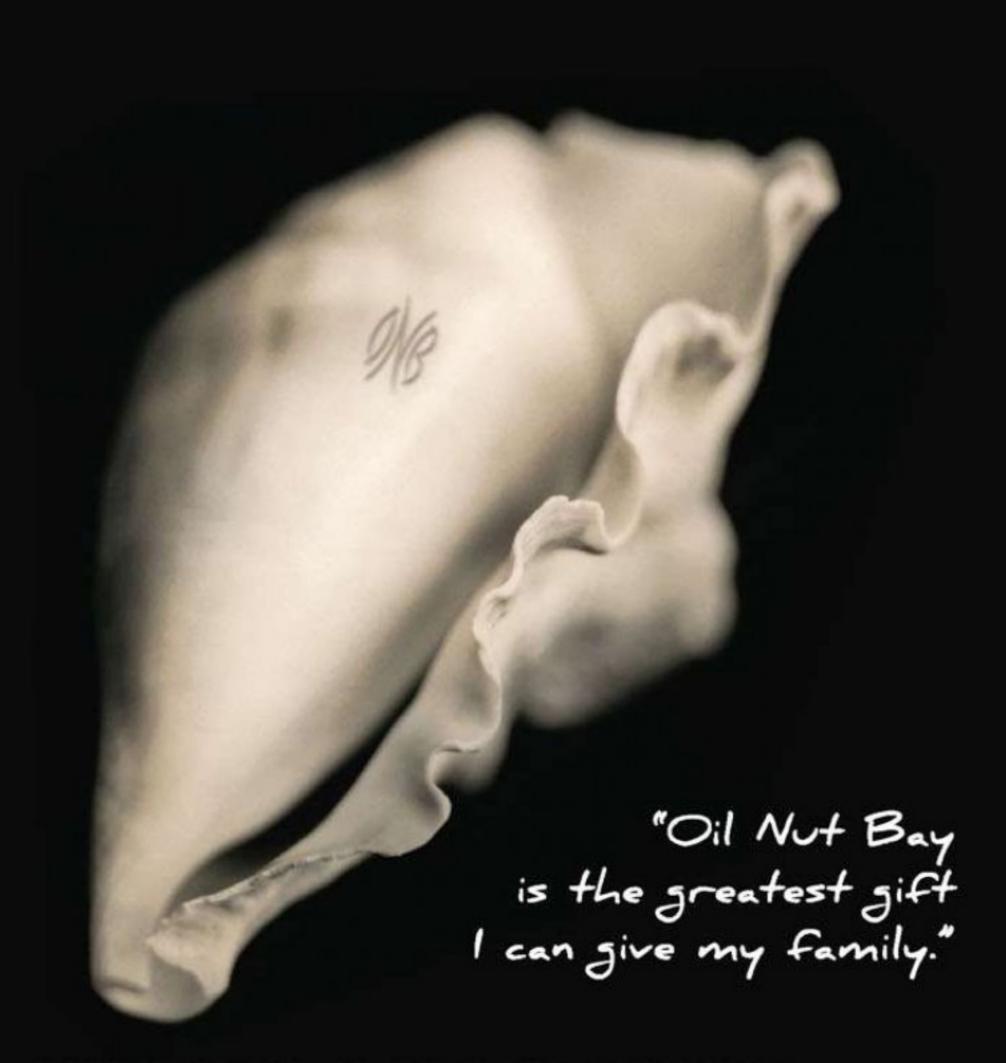




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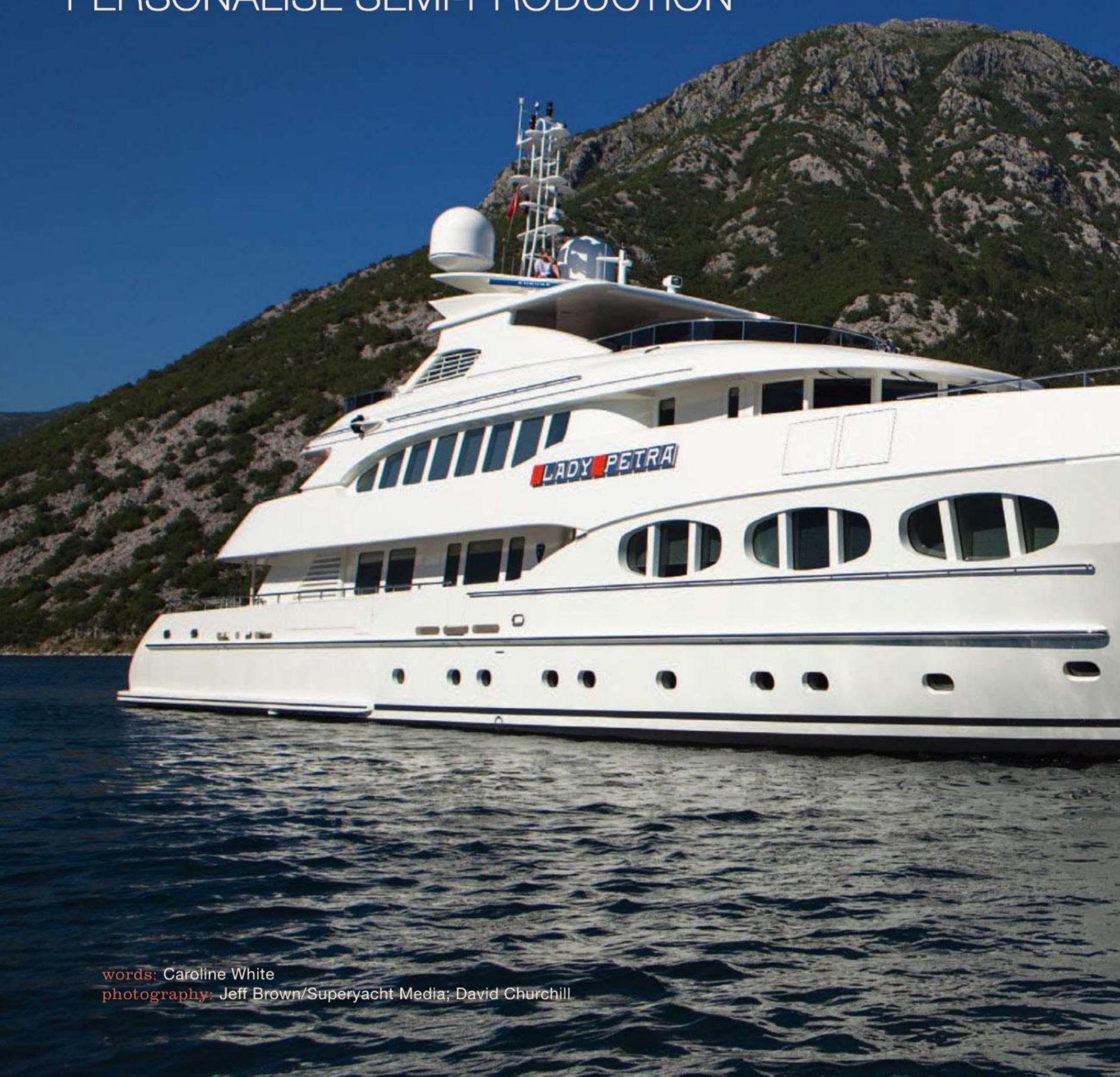


The all-new 51 metre 20 knots hybrid cruiser to be built by Feadship





FRANS HEESEN SPENT 34 YEARS RUNNING A TOP YARD, SO IT'S NO SURPRISE THAT HIS OWN 47 METRE YACHT IS A LESSON IN HOW TO PERSONALISE SEMI-PRODUCTION















Have you ever wondered which apps obsess Jonathan Ive, designer of the iPad? How avant-garde angles support Zaha Hadid's own house? Or what is in the home fridge of el Bulli's Ferran Adrià? Over the last 34 years, many an owner sitting across the design table from Frans Heesen must have wondered what the yard founder would put on his own yacht.

Heesen's expertise ranges from the detailed technical knowledge of a former joiner, to the whole-concept understanding of a yard director and the nous of a businessman who has nurtured his brand's reputation for quality. His understanding of yachts is broad and deep.

For years his roles at Heesen meant he did not have time to buy his own superyacht and satisfy the curiosity of his customers. It was not until 2008 that he sold the company, turned his mind to the best way to enjoy semi-retirement as a brand ambassador – and found an obvious solution.

Heesen and his wife Petra initially set their sights on a 37 metre Heesen yacht, a size limit determined by Mrs Heesen to minimise crew and maximise privacy. But before work had begun, a part-complete 44 metre yacht became

available at the yard. Heesen couldn't resist the opportunity to up-size, persuaded his wife, and the 4400-series semi-displacement *My Petra* was delivered to them in June 2009. They spent the summer cruising Croatia, Venice and the Côte d'Azur and enjoyed it immensely.

'But that boat was not built for myself, for our family,' says Heesen. 'We flew back home and Petra said, "I feel that you want to build a new boat." I said, "I'm ready for it." She said, "May it be a little bit bigger because our family is growing?" (The Heesens have seven grandchildren). I said, "Of course."

Thus the 47 metre *Lady Petra* was ordered – at Heesen Yachts, naturally. Delivered in June 2012, she is the seventh in the award-winning 47 metre full-displacement class that includes *Raasta* (ex-*Elandess*), 2008 and *Blind Date*, 2009. The length, beam and Heesen engineering of the class makes them sister-ships, but there are differences in their layouts (although there is a standard plan) and their Omega Yachts superstructures. In other words, there was scope, within limits, for the Heesens to shape *Lady Petra*.

Lady Petra's well-planned exterior spaces include a shaded sundeck with seating aft (top) and forward spa pool (above). The aft bridge deck (opposite bottom) is a private space for the owners, while everyone can enjoy the spacious seating area forward on the same deck (opposite top)



Interior designer
Bannenberg & Rowell
continued its industrial
theme in the typography of
the nameplate (above). Many
of the boat's ceramic
artworks, such as this plate
(right) are by the Dutch
artist Corneille (1922-2010).
Most art was placed to suit
the interiors, rather than
determining the design

They chose a steel and aluminium, full-displacement yacht because after the semi-displacement *My Petra*, they wanted to maximise the larger spaces for the family. For the exterior styling Heesen chose a vertical wheelhouse windscreen and a mixture of straight, masculine sidewindows and elliptical ports. Together with the pelican bow and balanced deck stacking, these touches give the typical Heesen look a classical accent.

Inside, the layout was tweaked in conjunction with the yacht's interior designer Bannenberg & Rowell. 'Frans's boat is pretty unusual among the 47s because at the forward end of the main deck, instead of the conventional owner's cabin, there is a media/family room. It's got a

100-inch flatscreen TV, custom designed sofas and coffee tables, a work area and a treadmill. It's a great hang-out area for the whole family,' says Dickie Bannenberg, codirector of Bannenberg & Rowell.

This area gives the youngest of the Heesen clan space for fun, and the senior members the rest of the boat for relaxation. 'Sometimes we have five or seven grandchildren on board,' says Heesen, 'and you'd better put them in a room where they can watch a DVD, otherwise they are sitting on our lap or spoiling everything on board.'

The displaced owner's suite replaces an upper saloon, making the large aft bridge deck a private terrace. The cabin has fabulous views on three sides, and provides a



haven of privacy to retreat to. There's even a small breakfast room to port.

'Out of all those Heesen 47s I'm pretty sure it's the only one that has got that layout configuration,' says Bannenberg. 'But other elements will be certainly recognised in the other boats in the series – the layout to a large degree is predetermined.'

The lower deck crew areas were part of the standard layout. Forward are four cabins sleeping two crew members each (the captain has a good sized double aft of the wheelhouse). As with other boats in the class, the mess may seem a little cramped, but in reality the full staff will rarely have time to sit down together to eat. At

the aft end of the crew area, as captain Jason Smith notes, 'We wanted to put in access from the crew mess straight through to the guest accommodation, rather than going up and down the stairs, but we couldn't do that because of the structure.'

Such limitations have not negatively affected guest areas. Exterior space is generous – apart from the aft bridge deck, there is a large sundeck with awnings aft and forward. This features a relaxed seating area aft, a wet bar and dining table for 10 amidships, and a spa pool forward. Just in front of this is a small secluded seating area. Downstairs, there's a good-sized main aft deck with a round of fixed seating, leading into the saloon and





dining saloon (an open plan space). Forward from the dining saloon, a port door gives the crew excellent access from the well laid-out galley, where chef Michael Goller, who also worked on *My Petra*, whips up his feasts. A door forward on the starboard side of the dining saloon leads into a guest corridor. Forward to starboard is a twin cabin with en suite shower, and beyond, the full beam media room. Down the central staircase (with stair lift) four more guest cabins lie amidships – two doubles and two twins, all with en suite showers.

Many of these spaces may be conventional in layout, but the Heesens, through Bannenberg & Rowell's scheme, have made the interior their own. 'It needed to be different to *My Petra*, we needed something a bit more cosy,' says Heesen. 'The other one was a little bit more modern, not so much decoration, not so many colours, it was a little bit plain. We realised we wanted something warmer.'

The Heesens decided to engage Bannenberg & Rowell as their interior designer at the 2010 Fort Lauderdale Boat Show, where they saw the studio's interiors for the 60 metre yachts *Bacarella* by Trinity and *Elandess* by Abeking.

'They made it clear they liked what we'd done on *Bacarella* and *Elandess* in terms of a contemporary but liveable and approachable interior,' says Bannenberg. 'So we proposed a "Dutch industrial" design direction.'

This theme, in part a nod to Heesen's career in Dutch shipbuilding, incorporates shapes based on industrial equipment and industrial-looking materials. For example, the ends of the owner's bedhead are inspired by formers – elliptical components of aircraft fuselages; all interior cabin doors have vertical steel panels with holes punched in them; the guest shower rooms have rust effect panels on the floors (in fact a ceramic tile); and the macassar walls of the stairwell and main deck corridor feature







Bannenberg & Rowell was careful to ensure that living spaces such as the main and dining saloons (above) were neutrally toned and calming.

A band of terracotta leather (left) connects different areas in this space and lends a warm atmosphere to the owner's breakfast room (above right). Some art on board, such as the glass ball that is part of the table in the breakfast room, were incorporated into the design

vertical steel panels that form a pattern reminiscent of a microchip. But what of that warmth the Heesens wanted?

'Throwing around these industrial terms might sound a bit off-putting,' says Bannenberg. 'Not least adding words like rust and steel. So while that was an underlying design theme, the day-to-day comfort had to be very high.'

The designers therefore made the industrial features 'punches' in an otherwise neutral, calming palette. The predominant timber on board is a brushed spruce, which is 'very pale grey, like washed-out oak', teamed with high-gloss macassar ebony on doors and window reveals. In the saloon the sofas are neutrally toned, and the industrial look boldly stated in the corridors is carried through this space subtly – in a multifaceted console cabinet between the saloon and dining area, and in the angular custom-made dining table with corners 'cut off' to allow extra diners. 'It's an efficient use of space, but also fits in with the design

languages used elsewhere on board,' says Bannenberg.

A striking feature in this space is the warm band of terracotta leather that 'snakes its way over bits of furniture, wraps its way up over the deckhead and really connects the spaces', as Bannenberg puts it.

This leather is also used extensively on the walls of the owner's breakfast room (with its neat, rotating table) and on the floor of the master cabin. The palette here is otherwise neutral, with a Champagne velvet bed head and foot, and brushed spruce walls. A lot of thought was given to the owner's shower room. 'In the walk-in shower we wanted to use some kind of textural finish which had relevance, a nod towards Frans's joiner background,' says Bannenberg. 'So after a bit of hunting, we found 10,000 or so cut-off rounds of timber, which we backlit and encased in glass. It's a very interesting textural backdrop.'



Also of note is the basin arrangement, with sinks moved from the original layout to face outboard, towards large windows. With mirrors displaced, they installed 'groovy tilting mirror pods' that can be swung out of the way when not in use.

The guest cabins on the lower deck feature pale, muted tones and the industrial theme is carried through with touches of macassar and steel, plus bedside drawers cantilevered at 45 degrees that 'look as if they are travelling at speed' as Bannenberg says. Like the rest of the yacht, the effect is stylish, comfortable and highly individual.

Further inside are more traces of Heesen's influence. The twin MTU 8V 4000 M70 engines, offering 1,160kW each, are smaller than those on *My Petra*, because as Heesen says, 'We burned so much fuel on the other one.' (Although due to the yacht's greater bulk, they are 'still burning as much'.). The engine room offers good access and equipment is clearly labelled. The sole engineer can monitor and control systems from touch-screens in the engine room and his small office off the garage. The garage itself contains a jet ski and 6.5 metre Novurania tender, as well as four of the nine Foster fridges and freezers on board for long trips. Heesen chose to remove the compressors for these and group them in the engine room – easing maintenance and reducing noise and heat in living space, particularly crew areas.

Captain Smith says of her performance: 'She's nice, heavy and responsive. She doesn't ride bow heavy or stern heavy and you don't get a lot of pendulum motion.' With a keel of just under three metres she holds her own in most conditions – the Force 6 or 7 experienced on the North Sea, 'was a bit bouncy', but she coped. The top speed is 15.5 knots, with a range of 4,000 nautical miles at her cruising speed of 12 knots – everything the Heesens need.

In its performance, exterior looks and the creation of a 'friendly interior', as Heesen describes it, the yard and designers have succeeded in creating the yacht that truly







The 'Dutch industrial' theme is subtly wrought in the main and dining saloons, with an angular cabinet (above and left) and dining table (far left). The media room (below) was designed to entertain the Heesens' seven grandchildren

'Sometimes we have five or seven grandchildren on board,' says Heesen, 'and then you'd better put them in a room where they can watch a DVD'



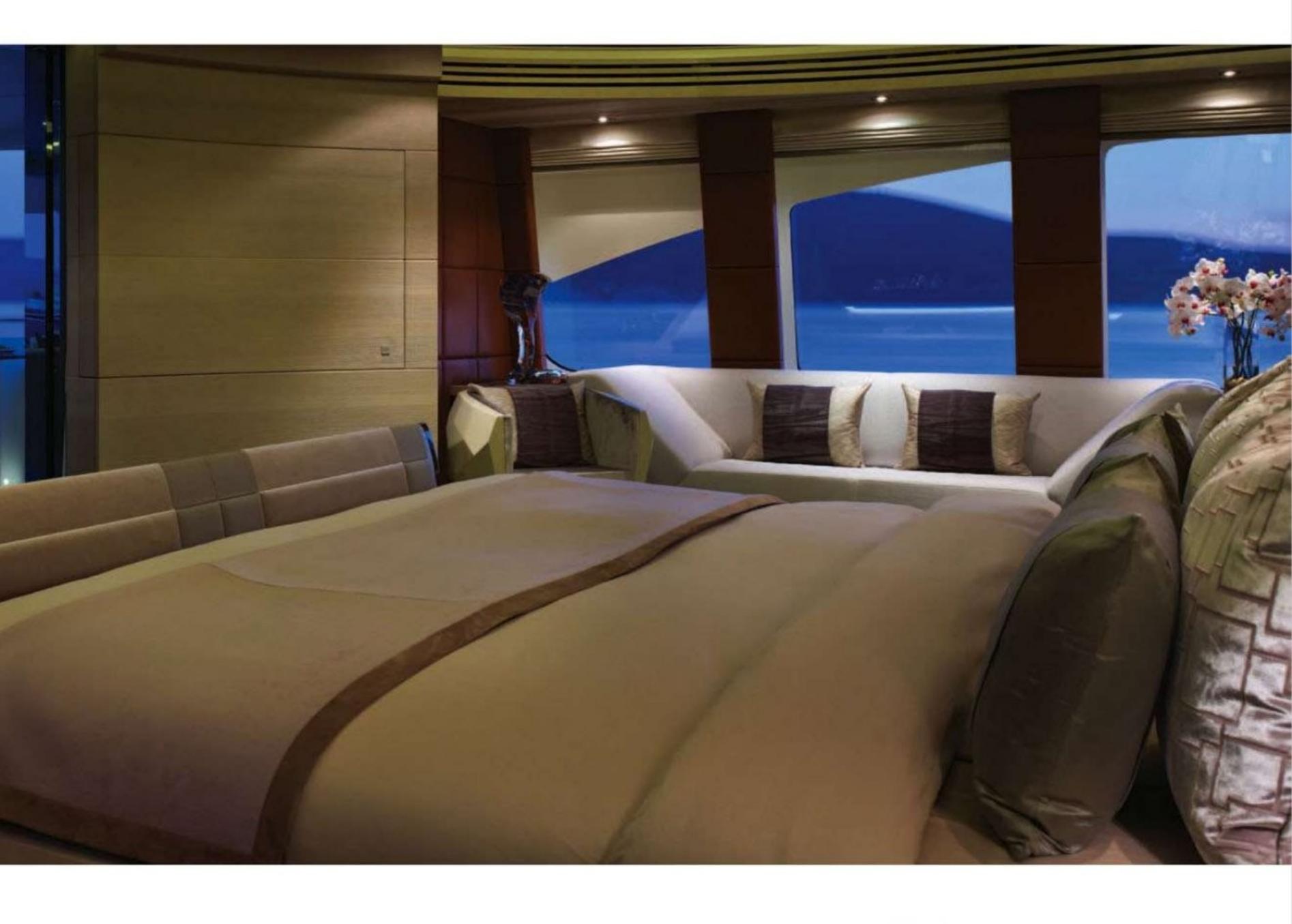








The stairwell and corridors (above) feature bold industrial designs in macassar and steel. The guest cabins (opposite bottom) are paler with rust-effect panels in the shower rooms (right) expressing the theme



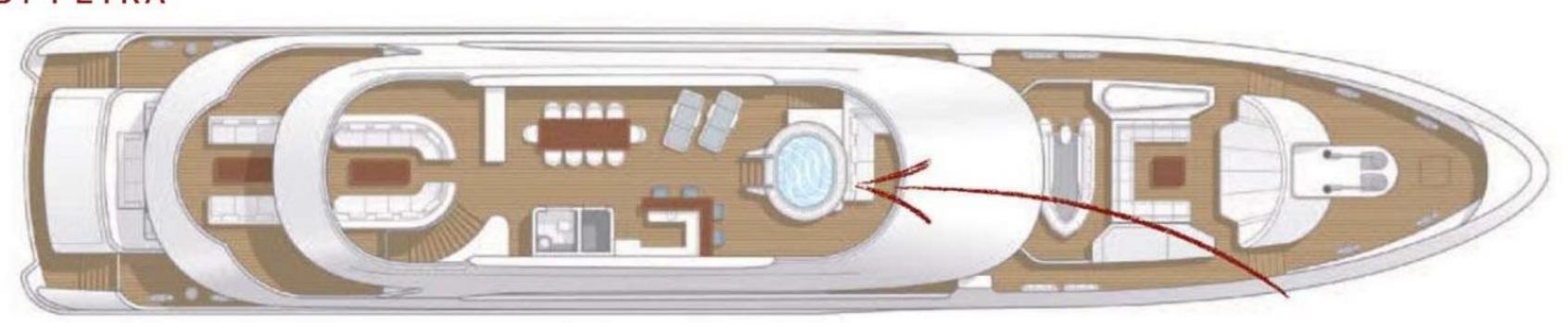
fits these owners. So what was it like to personalise a yacht for a man whose name and legacy will go down in yacht-building history? 'We were very conscious of the responsibility of working for the former head of the shipyard, the yard which bears his name and all the experience he has,' says Bannenberg. 'We were working with the whole Heesen family, Frans and Petra and their two sons, although ultimately Frans is the boss. That said, his interventions into our design were a pretty light touch and Petra led the way in terms of what she liked and what she was less keen on. It was a very collective effort.'

Heesen himself agrees: 'I was there every day to control, to check it, but I was not involved in running the show,' he says, adding, 'I don't know how much experience I built up in the last 35 years is used in this boat.'

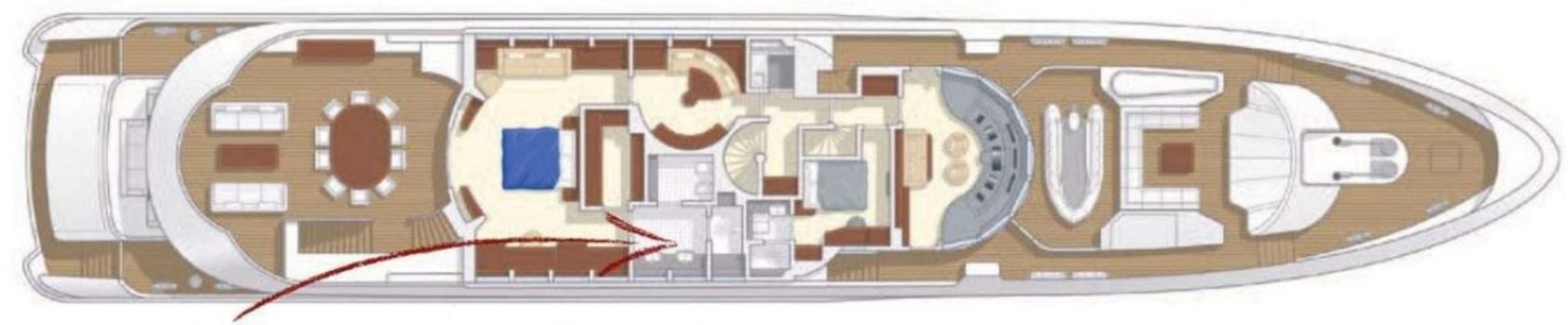
But the fact that Heesen, with all his expertise, chose this semi production boat rather than a custom one, is testament to the quality of the product he has helped create. There may be other superyachts with similar engineering, and hulls, but this is most certainly Frans Heesen's boat. And so are all the others.



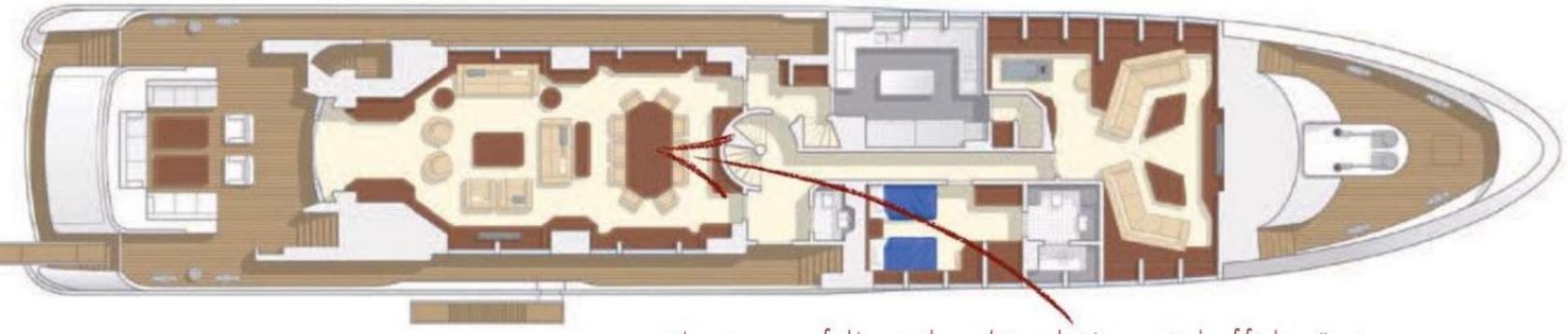
The position of the owner's suite (top) ensures plenty of light. The wooden shower backing in the owner's shower room (opposite middle) is a nod to Frans Heesen's past as a joiner



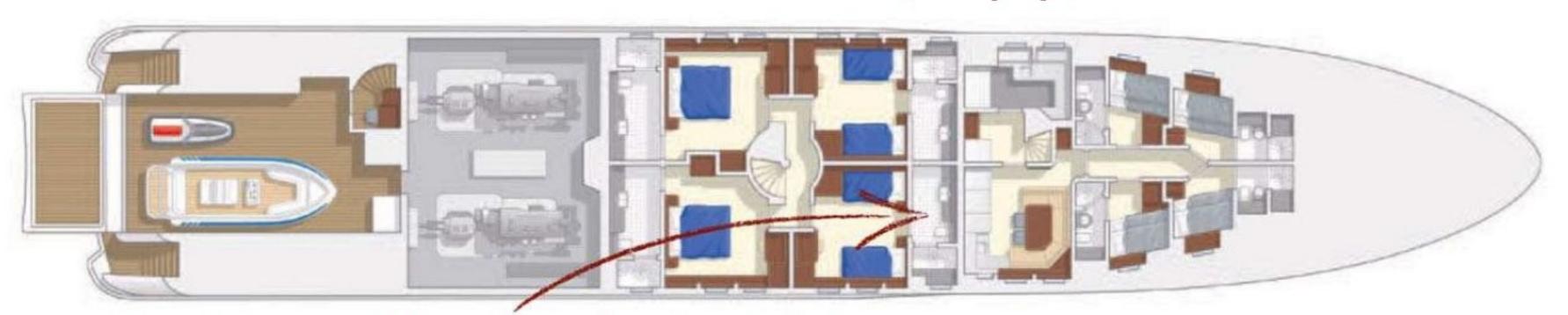
This forward seating area is hidden from the rest of the deck by the spa pool and offers fantastic views: a quiet nook, perfect for reading



In the owner's shower room, the designers positioned basins facing outboard to make the most of large windows



The corners of the custom dining table are 'cut off' to allow more diners, while its angular style sympathises with the industrial theme



The guest shower rooms feature multiple marbles and a rust-effect ceramic which is both warm and in keeping with the overarching style

## LADY PETRA Heesen Yachts

LOA 46.7m

LWL 40m

Beam 8.83m

Draught 2.85m

Displacement 410 tonnes (half load)

Gross tonnage

Under 500GT

Engines

2 x MTU 8V 4,000 M70

Speed (max/cruise) 15.5 knots/12 knots

Range at 12 knots

4,000nm

Bowthruster 90kW ZF Marine 1,000

Stabilisers

Naiad Dynamics type 621

Generators

2 x Kilo-Pak

Fuel capacity 60,000 litres

Freshwater capacity

20,000 litres

Owner and guests 12

Captain and crew 9

Tender

6.5m Novurania tender

Construction

Steel and aluminium Classification

Loyds # 100A1 SSC Yacht ₱ LMC Large Commercial

Yacht Code LY2/MCA

Naval architect Heesen Yachts

Exterior styling

Omega Architects

Interior design Bannenberg & Rowell

Yacht manager YPI tel: + 377 99 99 98 55 web: ypigroup.com

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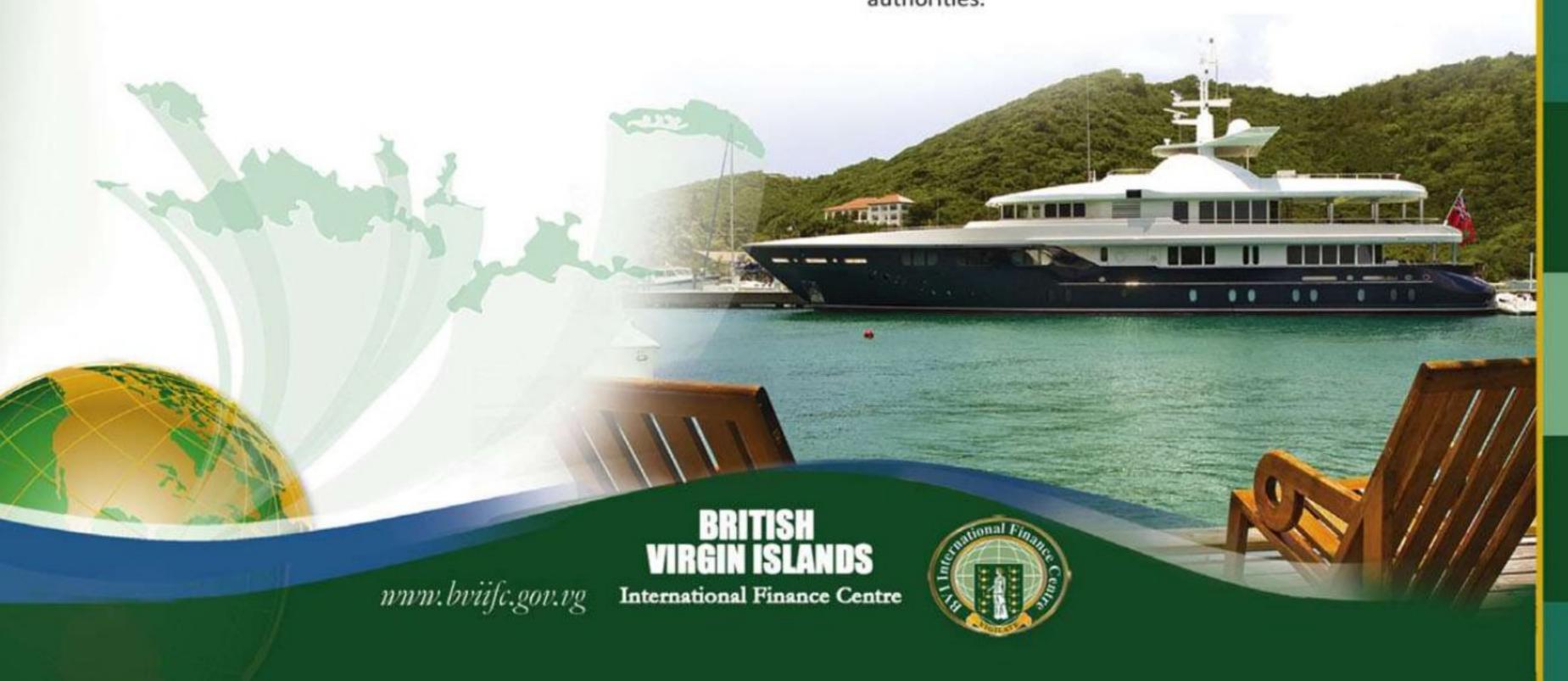
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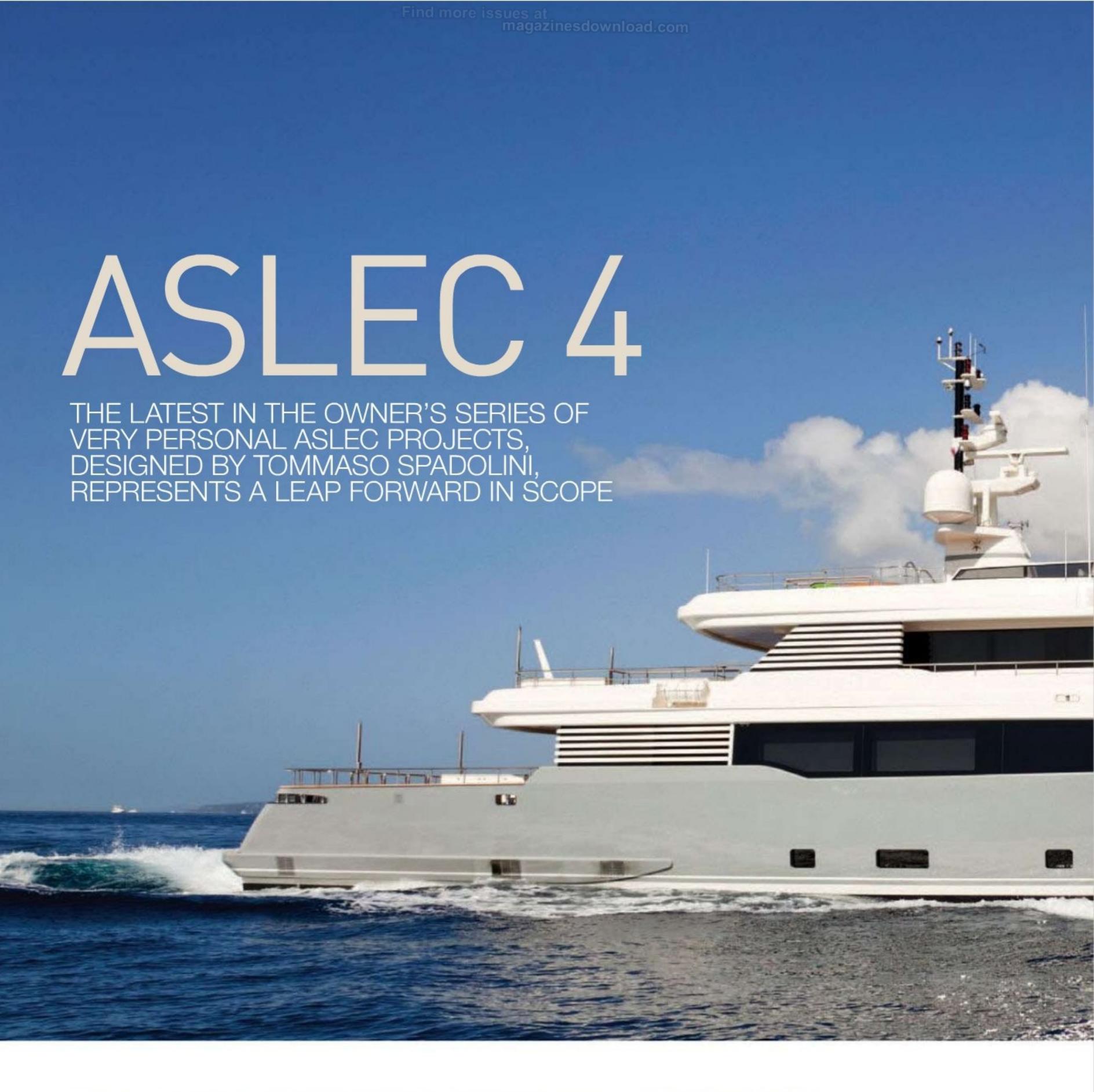
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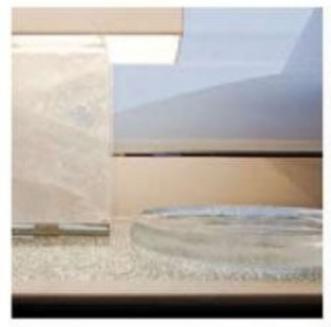
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The newly launched 45 metre *Aslec 4* represents an 18-year friendship and 20-year business relationship between Tommaso Spadolini, head of design and CEO at Design Studio Spadolini, and the yacht's Italian owner.

Spadolini and *Aslec 4*'s owner first met on Cap d'Antibes in 1992. 'It was when I came to look at a 70-foot (21 metre) fast commuter yacht, custom built by Sia Marchetti,' says the owner. 'We hit it off immediately. I was impressed by

his pleasant manner and open dialogue, and I appreciated his professionalism and kindness.'

As its name suggests, this is the fourth incarnation of *Aslec*, whose name is derived from the initials of the owner, his wife and their three children. The previous were 19, 26 and 34 metres, respectively, and all of them were conceived strictly as private yachts for family and friends. It soon becomes apparent that this seasoned owner is a gentleman yachtsman in true Italian tradition.

words:
Peter Boulton
photography:
Justin Ratcliffe



The first *Aslec* was a 19 metre Alalunga, which provided the owner with enough excitement and incentive to go 'custom' for two more yachts and eventually realise the current masterpiece. *Aslecs 1, 2* and *3* were fairly fast, but this time the size increase also invoked thoughts of more comfort, leading to the owner's first full displacement hull.

For Aslec 4, Spadolini adopted a virtually vertical stem, which is a good wave-cutter and adds nicely to the waterline length. The hydrodynamics reveal an almost flat, gentle deadrise from about midships aft, while a deep skeg adds to stability and protection for the propellors.

From the hull profile, there is little doubt that Aslec 4 is an ocean-going vessel. The lines for the three levels,

topped by a deliberately funnel-shaped radar/comms mast, are purely businesslike but very attractive. At main deck level everything is full-beam, from the saloon to the owner's suite to the garage for the crew and rescue boat. Not surprising, therefore, is the lack of starboard side-boarding access for guests, although there is an arrangement on the port side for crew and supplies.

Design Studio Spadolini is something of a family affair; one of the designers, Bernardo Papetti, is Spadolini's nephew. 'My uncle is truly a master with a pencil,' says Papetti. 'He sees the overall concept in his head and, with a few strokes, transmits this directly to paper. However, he can't be wasting his time with these "new-fangled"









Aslec 4's exterior spaces are exceptionally large for a yacht this length, and include a 70m² aft deck (above). This close relationship with the outside is emphasised by the many large side windows inside (top right)

computers", so we in the drawing office express his inspiration in terms of perspiration, but using computers of course,' he laughs. Despite the teasing, he clearly has immense admiration for Spadolini.

'My uncle surely inherited his flair for instinctive line from his father, Professor Pier Luigi Spadolini, who held the first Italian university degree in industrial design and 40 years ago designed the Akhir range of yachts for Cantieri di Pisa. His original Akhir is pretty much unchanged even today and, along with Jon Bannenberg, he was considered to be at the forefront of modern yacht design.'

Aslec 4's owner continued with the Italian theme by choosing Rossi Navi as the builders. Papetti explains: 'It

came about because [Aslec 4's owner] saw its 70 metre Numptia under construction and was very pleased with the yard's work and attitude. Even so, it still took eight months to finalise an agreement. The thing to remember is that this owner runs a fleet of merchant ships, so had commercial efficiency and durability in mind at all times.

'This also made him very hands-on and attentive to detail, and he spent a considerable amount of time on board during construction,' he continues.

'We produced a large number of spec sheets before we cut the first sheet of steel,' says Papetti. 'But such programmes have an advantage, since they establish a clearer picture from the outset. This usually means fewer





The previous Aslecs had classic interiors, with warm wood... Aslec 4 is very modern: the style is minimal but warm, with contemporary materials'



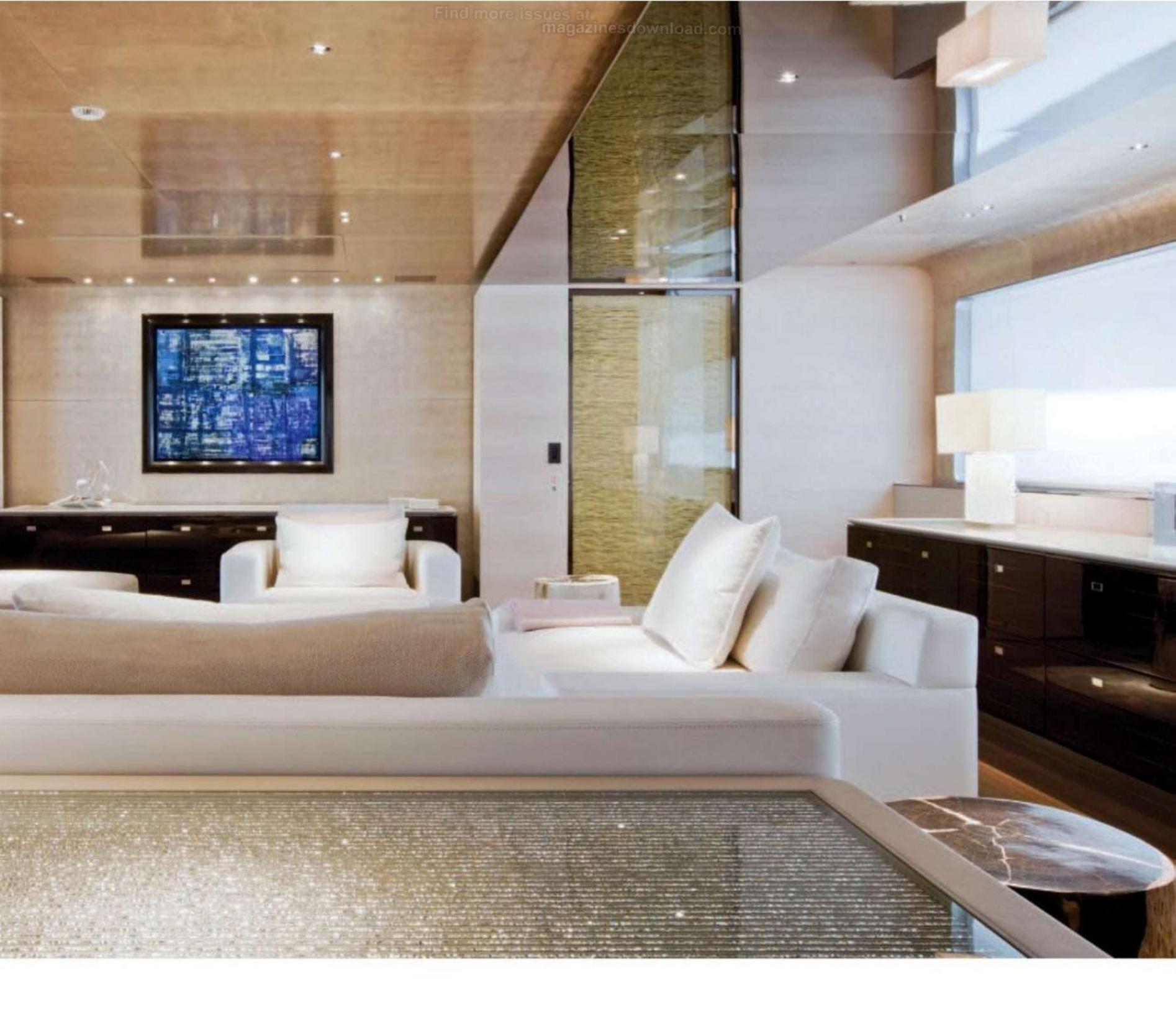
change orders and therefore less hassle for everybody.'
Rossi Navi also produced the naval architecture, which
was successfully tank tested at Rome University.

Both the owner and his wife were very conscious of the elements that give life to their yacht, so exterior spaces are enormous for this size of vessel; particularly notable is the 70 square metre aft deck, which has only guard rails across the stern so that the sea is always visible.

'The same applies to the main deck side windows, whose exceptional size gave us a few headaches when it came to meeting class regulations,' says Papetti. 'But the effect is tremendously satisfying. The windows on both sides are covered by one-way tinted glass.'

It's evident that the open deck spaces everywhere are more likely to be found on a 55 metre yacht than a 45 metre, and this is down to the owner. Starting at main deck level, easy-rise stairways to the spacious aft bridge deck flank the saloon entrance. Broad side decks access the bridge and a forward area that is part Portugese bridge, but more like a big cockpit with a sofa, a table and sunbeds. Three steps on each side lead down to an uncluttered foredeck with a sofa set into the forward superstructure. A neat safety feature in the foredeck bulwarks are panels that hinge outboard to allow crew close observation of the incoming chains and anchors.

Accommodation layout is pretty conventional, but the saloon is vast, thanks to the dining room being moved upstairs. The dining room itself has beautiful views, but to properly relax and appreciate the sea, try the loungers just outside on the big aft bridge deck. Forward and to port from the dining area is a large pantry with a dumbwaiter from the galley below and, further forward, the main bridge.



With the dining room moved from its regular location to the deck above, the main deck saloon (above) is allowed plenty of room to breathe. The style is minimal and modern. Forward are the owner's quarters, through a starboard foyer (top left)

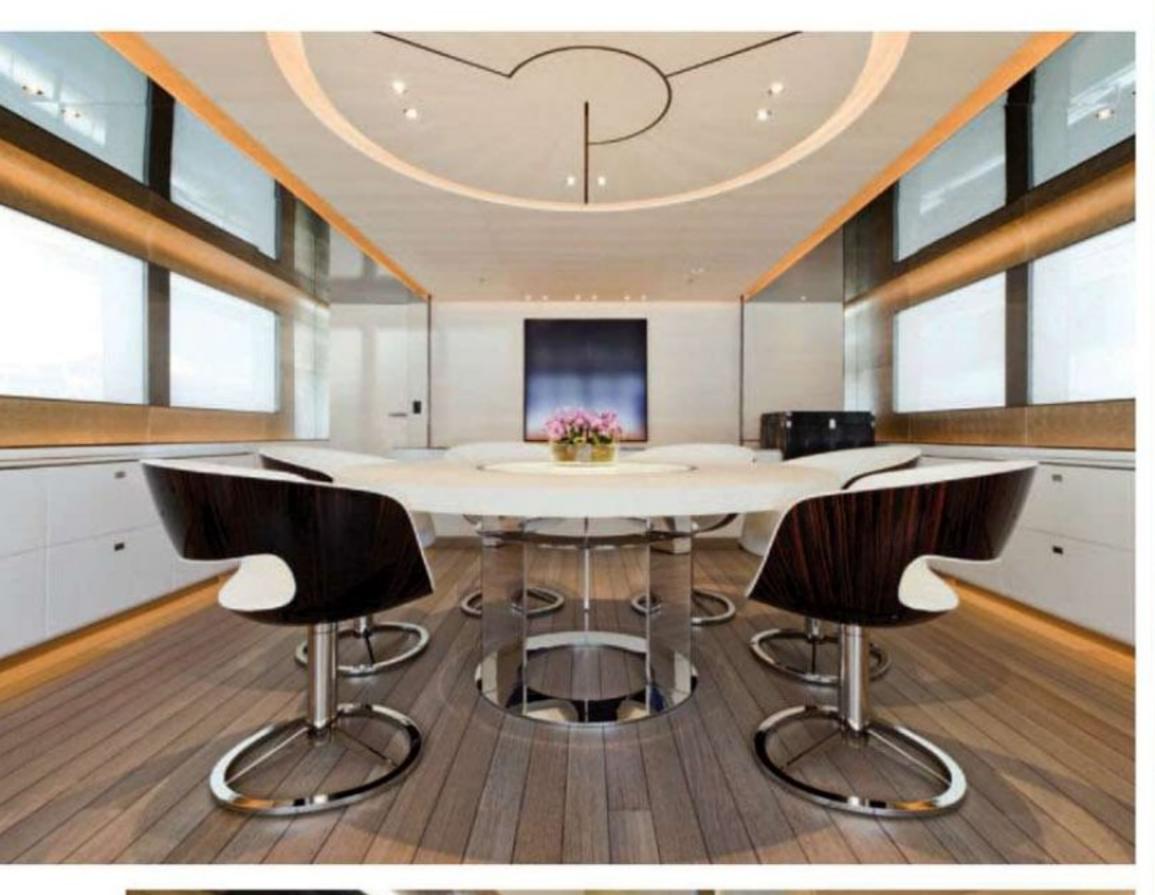


This is a proper, well-equipped navigation centre, with space for paper charts, a central 'command' chair and, on the aft bulkhead, a built-in sofa with table so owner and guests can observe the action. But as this owner is also a navigator, the sundeck, with spa pool, has a flybridge control station should he wish to 'con' the boat. And there is a most desirable aid to total control: this vessel has a bowthruster and another at the stern. A captain's paradise.

Below the main deck, forward of the engine room, family/guest accommodation has lots of natural light, is spacious and comfortable and comprises two VIP doubles with bedheads outboard, plus two twins (one with a Pullman berth) both facing fore and aft. All of the cabins are served by a central foyer. While outboard bedheads aren't in theory a good idea, inboard ones would have seriously compromised wardrobe space.

Aslec 4's interior is the work of Paris-based French designer Rémi Tessier. 'It's the first time I've worked with Rémi Tessier and the interior is totally different,' says the owner. 'All of the previous Aslecs had very classic interiors, with warm wood and extensive use of curtains and upholstery. Aslec 4 is very modern: the style is minimal but warm, with lots of contemporary materials.'

At main deck level, the saloon entrance width is governed by the outside stairways, but contains a bar to port facing a neat little seating area with a table for drinks. The principal lounge space is light, bright, semi-enclosed and full-beam. Forward, the owner's quarters are reached via a starboard foyer containing a guest dayhead and the owner's office/study. There is a certain modesty to these quarters, accented by Tessier's simplistic approach, but the comfort level is also obvious. The forward-facing bed has







roomy wardrobe/dressing spaces behind and a pleasant coffee area to starboard. A large television sits centrally on the forward bulkhead, flanked by doors leading to the en suite. This features his and her handbasins, with a big shower room to starboard and an toilet and bidet to port.

The owner and his wife were greatly influential in the overall design. 'It is true that my wife and I have been greatly involved in all the decisions of this yacht,' he says. 'But with such talents as Tommaso and Rémi on our team, it was easy to make decisions or give fast final approvals.

Tessier, too, was happy with the teamwork. 'This is my first project for this owner and preliminary discussions were held over lunch in a perfect Rome setting.' Although Tessier was given freedom of expression, he also enjoyed constructive input from the owner and his wife throughout the project. 'They're delightful people, and it's good to have such positive and practical ideas from actively involved owners,' he says. 'I think I managed to create an interior to fit with their feelings and expression. It's pure and minimal in style, timeless, simple but sophisticated. The idea was to follow the shape of the yacht and let the windows form a component statement.'

When asked about materials, Tessier explains, 'I wanted plenty of natural light but always with a sense of warmth, so I used lots of brushed sycamore, bleached, polished or matt-finished. For contrast, I used high-gloss ebony and The entrance to the main deck saloon (above) is narrowed by adjacent stairways, but still manages to fit in a handsome bar with seating area. The interior design fatures an abundance of sycamore, treated and finished in a variety of styles





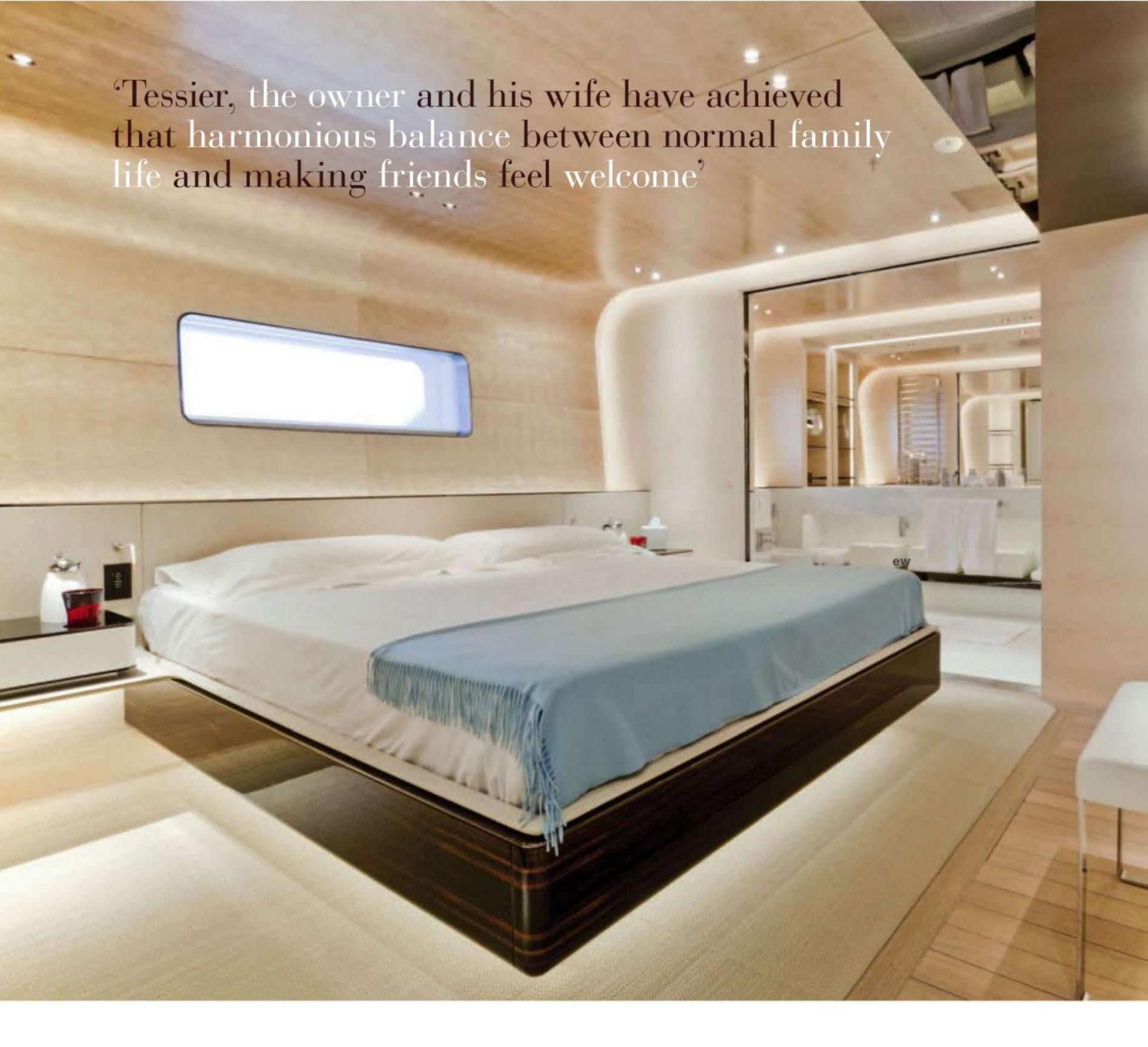
most of the floors are made in panels of smooth, handmade woven leather. The pale pearl gold leaf surrounding the windows brings in the sunlight. From the initial sketches to the finished product, *Aslec 4* took about two years.'

Butting partly onto the main bulkhead to the owner's accommodation is the galley, which is well laid out and equipped. A fore-and-aft cupboard arrangement separates it from the semi open-plan crew mess, though the only time the crew really need to trail through the galley is when taking on fresh supplies.

If any part of a yacht is glossed over it's usually that allocated to the crew. In advance of proposed regulations that might in future give the crew more space than the guests, *Aslec 4*'s quarters are a delight. The crew has been with the owner for some time and, in consideration of their comfort, he has established spaces with the unusual feature of at least two cabins being doubles.

'I'm in the shipping business and company philosophy is always to give great importance to our crew's work environment, so I couldn't do something different on my yacht. We must also remember that on these big yachts crew will often spend a considerable amount of time at sea and work can be long and stressful. It is important to me my crew know that when they finish work there are nice cabins for their rest and privacy.'

The crew's accommodation on the lower deck is given



added breathing room because the captain's cabin is on the bridge deck by the wheelhouse. This is a seaman-like solution that gives the captain direct access to the bridge.

Perhaps the most important aspect of all the living spaces throughout this yacht is that these are areas where 'real' people live. Tessier, the owner and his wife have clearly achieved that harmonious balance between normal family life and making friends feel welcome.

However, of equal importance is the engine room, spacious home to the two main Caterpillar 3508C diesels and twin Caterpillar generator sets, each providing 125kW, plus one night/emergency set offering 65kW. This gleaming, polished stainless aluminium and white-painted

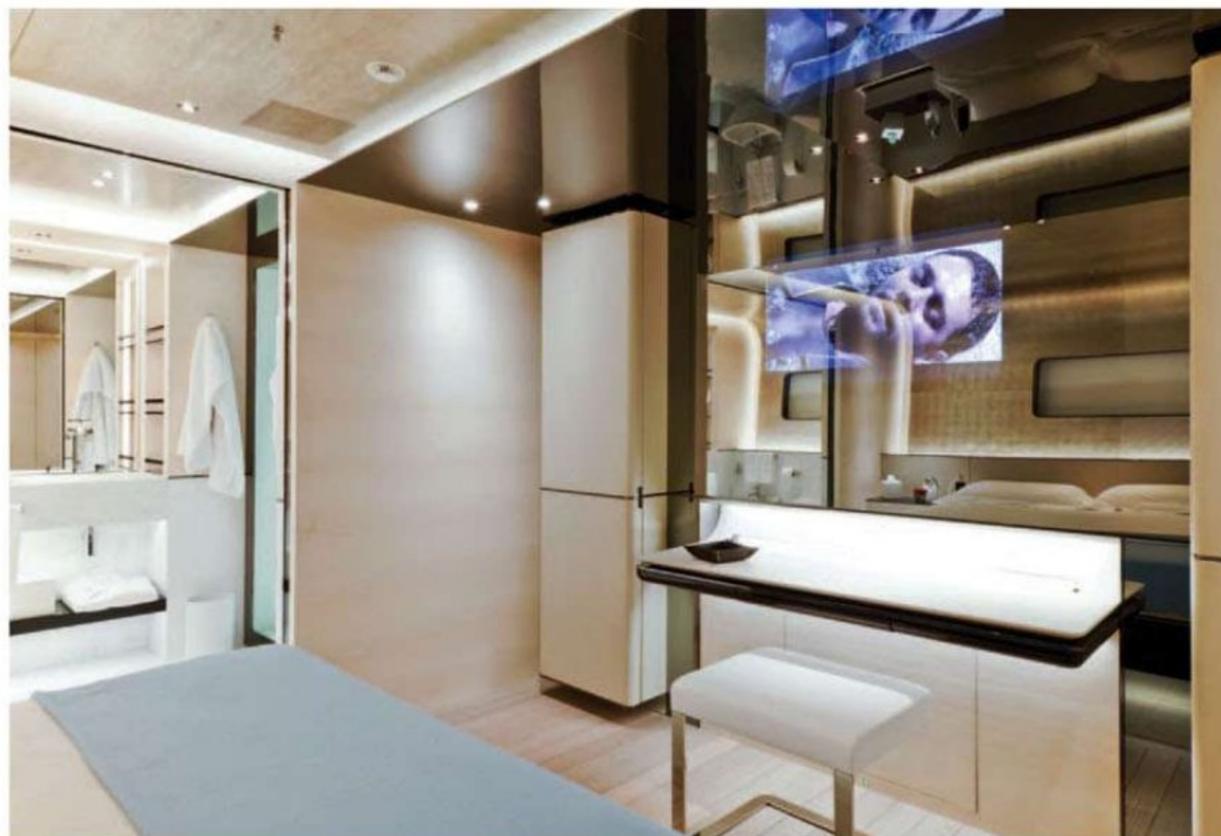
space is also home to watermakers and electrical distribution panels, all very accessible, while the engineer enjoys a soundproofed, air-conditioned control room.

Immediately aft is the tender and 'toys' garage containing, among other things, a couple of jet skis and a Williams D Jet 5.65m RIB tender with a 150hp inboard diesel, launched using a deck-head crane through a swing-up hatch in the portside hull. The only concern here is the close proximity of the hatch opening to the sea, which looks to be prone to slop in other-than-calm conditions.

Aslec 4 is a fine, practical but good-looking yacht, full of sound design and innumerable personal touches. But what features give the owner particular pleasure?









'It's too early to comment on particular pleasures on such a yacht,' he says. 'The slow navigation in near silence is a new "grand" experience; all my previous yachts were fast, but noisy. But I am still learning how to use her.

'On my previous yachts I couldn't think of having lunch or breakfast under way, whereas on *Aslec 4* such enjoyments are a must. Nibbling on fresh fruit or savouring a wonderfully cooked spaghetti while cruising and at the same time being able listen to the sound of the sea is a unique new experience for me and my family.'

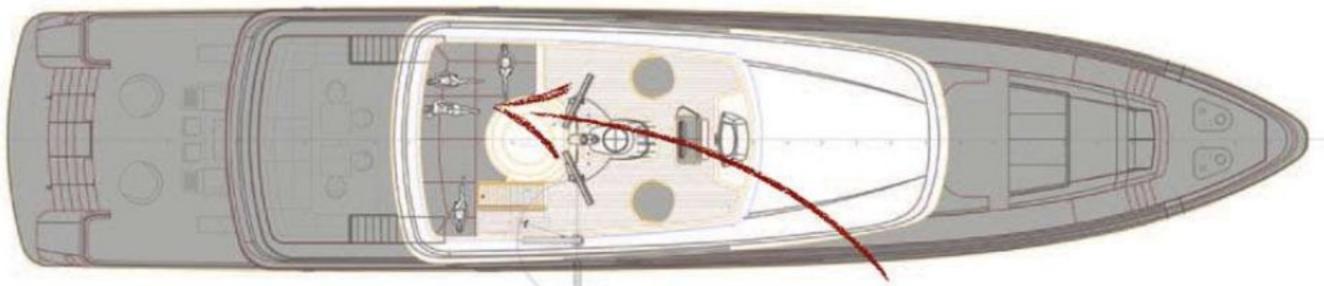
Aslec 4 is the owner's largest yacht (so far), it has a good range and is exclusively for family and friends. So are there plans for extensive cruising? 'There is always this desire,

especially to take her at least to the Caribbean one day,' he says. 'I hope, mentally, to separate myself from my office in Rome and have more time for me, my wife and my yacht. But this isn't looking too likely at this time.'

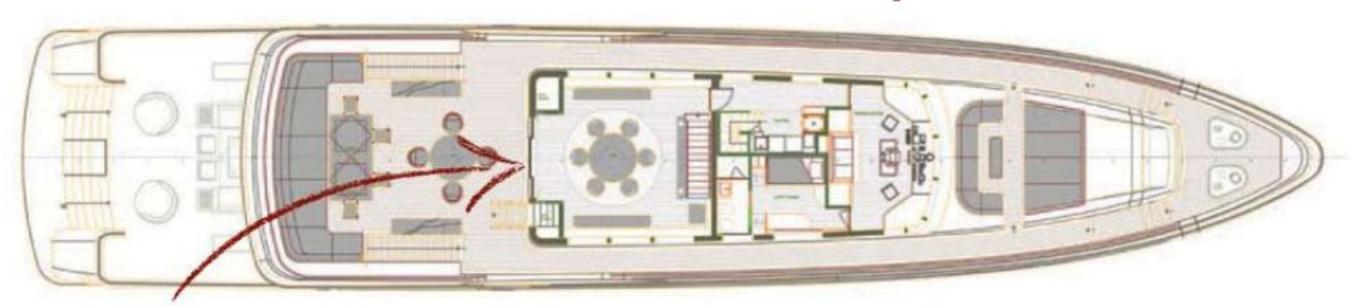
Rounding up the Italian theme, not only is *Aslec 4* Italian designed, built and registered but, highly unusually, she is directly registered to the owner. 'At this time, especially in Italy, this is a provocative question and so I'd like to give you a provocative answer,' he explains. 'I do not understand people who choose to hide these "things", although they might have good reason to do so. In my case, I did not. I prefer transparency, as well as discretion.'

The owner's suite with forward-facing bed, while restrained, even minimalist in style, is extensive and full-width. The en suite features dual handbasins and a large shower room





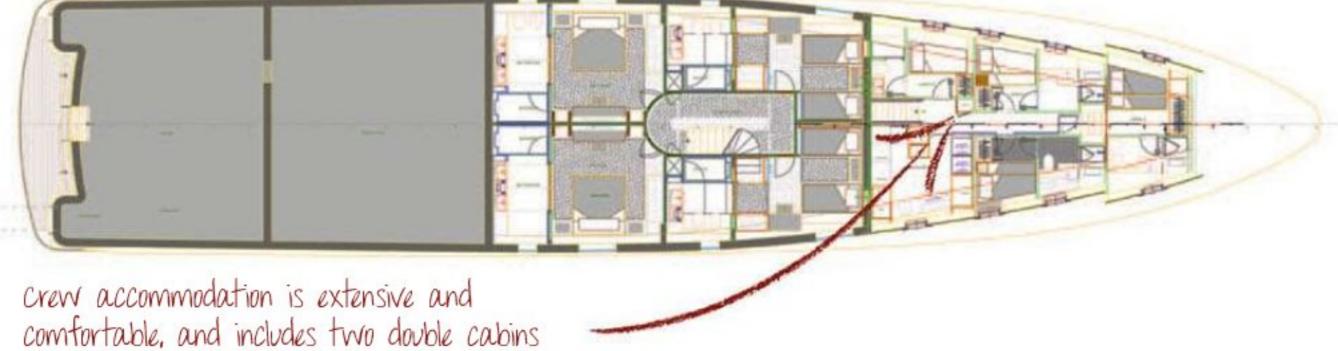
The sundeck has a flybridge helm and features a seating area, table and sunbeds



The dining area has been moved to the upper deck, which leads to a generous aft deck

Forward through a starboard foyer from the saloon are the full-beam owner's quarters /





# ASLEC 4

Rossi Navi

**LOA** 45.37m

LWL 43.5m

Beam 9.2m

Draught 2.6m

Gross tonnage 496GT

#### Engines

2x Caterpillar 956kW

Speed (max/cruise) 16/15 knots

Range at 10 knots

4,500nm

Bowthruster Naiad 75kW

#### Generators

2 x Caterpillar 125kW; 1 x Caterpillar 65kW

### Fuel capacity

60,000 litres

Water capacity 10,000 litres

Owner and guests 12

Crew 7

#### Tenders

1 x 4.8m Lomac; 1 x 5.65m Williams DJet 565

#### Exterior design

Design Studio Spadolini, Florence

Interior design

Rémi Tessier Design, Paris

#### Construction

Steel/aluminium

#### Classification

RINA C unrestricted

Naval architecture Rossi Navi, Italy

## Owner's representative

surveyor Umberto Tagliavini

## Builder/year

Rossi Navi/ 2012 Viareggio, Italy tel + 39 584 384 227 email: info@rossinavi.it web: rossinavi.it

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#### Time to celebrate

METS, the biggest and best attended leisure marine trade show in the world, celebrates its 25th anniversary in 2012. The show has come through boom years and lean times but every year for a quarter of a century METS has continued to build international recognition as the undisputed number one trade show of its kind.

#### How METS works

METS and its associated SuperYacht Pavilion (SYP) is strictly trade-only, product focused and truly international with exhibitors and visitors coming from over 100 countries every year. There are renowned national pavilions, organised by 15 different marine industry associations from all over the globe.





#### **METS works**

It is the best venue for serious face-to-face networking and has a unique family ambience. Industry professionals return to METS year on year to meet new faces but also to catch up with the many industry contacts they have built up over the years. If you only see someone once a year, you'll see them at METS!

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METS is an unrivalled gallery of proven and new products in all categories within the leisure marine sector. It's the place to spot emerging trends and innovations, and to see the extra special products that have won acclaim as finalists in the DAME (Design Award METS) prize, the undisputed leisure marine design award of the year.

# Meet the world at METS 2012





#### 25 years

Beware of the party spirit at METS 2012! A 25th birthday is a truly special landmark event. METS started back in 1988 with just over 100 exhibitors, and in 2011 had 1,331. In 1988 we had two national pavilions and modest exhibition space but by 2011 we had 15 established national pavilions and nine halls in the new RAI Europa Complex... there is a lot to celebrate!

- 19,000+ visitors from 100+ countries
- 1,300+ exhibitors (incl. 150+ in the SYP)
- 15 national pavilions
- 3 specialist pavilions including the SYP
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- Meet & Greet areas for excellent networking

#### Where is METS?

METS is held in the Amsterdam RAI exhibition halls just 15 minutes from Amsterdam's International Airport and 10 minutes from the historic city centre. Professionals can attend for free if you pre-register and show organiser Amsterdam RAI can also book hotel rooms for you and assist with other travel requirements. Find all the details on metstrade.com



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# Organizer

Nansha Marina, Guangzhou, China

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Components and Equipments
Marina, Yacht Club and Services
Water Sports, Leisure Products & Trainings
Professional Media
Luxury Brands and Life-Styles Products

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Asia-Pacific Superyacht Association Global Marina Institute, UK Marina Industries Association of Australia Singapore Boating Industry Association The Yacht Harbour Association, UK

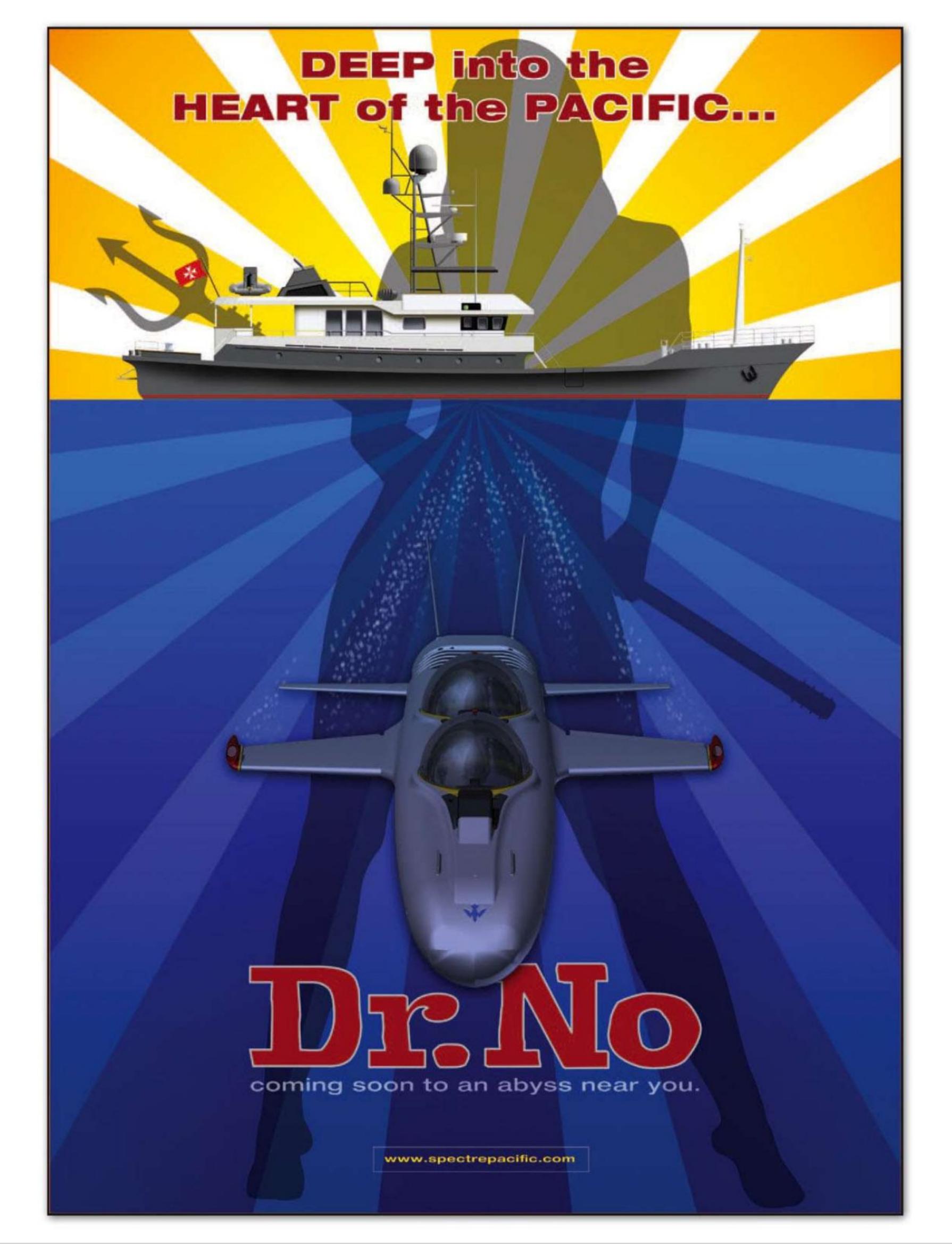


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Tel: +8620-3907 8888 Fax: +8620-3903 3280 E-mail: yachtcn@nanshamarina.com
Lat: 22°46′51″N Long:113°35′50″E











After its conversion from a Japanese fisheries vessel to basic explorer yacht Blue Hunter (below), the new owner asked HYS Yachts to upgrade the guest facilities on deck and inside, change the crew areas to better suit a Western crew, and install full support facilities for the submersible and scuba diving operations

Sitting on the aft deck of *Dr. No*, lying at anchor off the bliss-inducing island of Amédée on the south eastern tip of New Caledonia, the yacht's owner, Tom Perkins, was in reflective mood. During his long career in Silicon Valley, California, he administered the research department of Hewlett-Packard, later becoming a director of that company, and he co-founded of one of the world's most successful venture capital firms, Kleiner Perkins, Caufield & Byers. Despite such notable business successes, he feels that it will be his build of *Maltese Falcon* for which he will be remembered. Arguably, he is right.

Perkins was intimately involved with both the design

and development of *Maltese Falcon*, an 88 metre, three-masted, square-rigged sailing yacht built by Perini Navi that has been undoubtedly one of yachting's most significant developments in the past 100 years. In particular, it was he, rather than the yacht's builders, who was totally responsible for the revolutionary rig and digital control systems that has

made the yacht so outstanding. In many ways, it was this extraordinary vessel that led its owner onwards to *Dr. No.* 

Following the completion of *Maltese Falcon*, Perkins widely cruised and raced his yacht, but missed the mental challenge posed by its construction. But after meeting Graham Hawkes, an ocean engineer and inventor, he found another. At the Monaco Yacht Show in 2006, Perkins came across a prototype two-man submersible – that could dive to 300 metres and remain positively buoyant – literally 'flying' underwater, a concept that made existing recreational submarines (that go straight down and up with limited horizontal movement – see page 176 – appear rather dated.

'How could I resist?' he asks. 'This revolutionary craft, which had fingertip steering and a 10-knot underwater speed, was the *DeepFlight Super Falcon* and it was being built near my home town of San Francisco. I visited the workshop and met Graham.' The craft seen in Monaco was a successor to *Deep Flight 1* and was intended to reach the deepest part of the oceans, but work was halted on the untimely death of its sponsor, the explorer and adventurer Steve Fossett. Subsequently, Hawkes built the *Super Falcon* for himself and it wasn't for sale, but Perkins soon persuaded him to build a second craft that was shipped to join the *Maltese Falcon*.

Operating the submersible from the foredeck of Maltese





'The main exhaust that rose to a single dry stack was re-routed to create the main saloon, with its panoramic views through windows to port and starboard'







The saloon (above left) is ideally suited to relaxed living, in keeping with the yacht's cruising area and its purpose. The raison d'etre of Dr. No, the DeepFlight Super Falcon submersible (above right) is craned into the water



Falcon was not ideal, but it was made to work. In time, it became clear that it was the submersible, not the yacht, that grabbed Perkins' interest, so he resolved to sell *Maltese Falcon* and build a custom vessel from which to operate it. But plans change. With the *Maltese Falcon* sold and a new submersible support ship in design, a medical scare persuaded Perkins that this route was too time-consuming. The alternative was to buy on the brokerage market, and in November 2010 he asked his Australian captain, Christian Truter, to source an existing vessel that could handle the sub.

Truter scoured the world, visiting several seemingly suitable yachts without success before hearing of a vessel in Subic Bay, Philippines. Truter was shown the ex-Japanese Fisheries training ship *Wakachiba*, converted into the explorer vessel *Blue Hunter* by HYS Yachts in Subic Bay. Clearly, more work had to be done to make her suitable, but she was robust, seaworthy and had a suitably sized well-deck forward already equipped with a 3.5 tonne hydraulic crane that was eminently suitable for launching the sub. Although her side decks, built out from the hull in Japanese fashion, were strange to the Western eye, Truter thought these would be beneficial when launching the submarine; he reported positively and Perkins flew to the Philippines.

Perkins was impressed by the knowledge and commitment of HYS Yachts owner Mark Prangnell and his partner Tony Ang, who satisfied him that the yard had the capability make the necessary substantial modifications by the end of June, just six months away. For some yards, this combination of workload and time frame might have been an alarming prospect, but HYS did not flinch.

#### The first conversion

Back in 2008, the 37 metre *Wakachiba* – just 14 years old and in excellent repair – was put up for sale. HYS, seeking a vessel to convert for the local market, bought her. With her name changed to *Blue Hunter*, she sailed for HYS in Subic Bay in late 2008 for conversion into a yacht.

This first phase to what was described as an 'entry-level explorer yacht' was enormous in scope. Given the vessel's good condition, little had to be done in the engine room except to re-route the main exhaust that originally rose to a single dry stack located centrally, aft of the bridge. This area was the location of the new main saloon, so the exhaust was split into twin stacks that would pass either side. This allowed for the construction of a large, comfortable room with panoramic views through windows to port and starboard, and through the fully glazed, sliding doors that open to the aft deck. Stairs descended from the forward part of the saloon to what were formerly Wakachiba's officer, crew and cadet quarters, partly set on a mezzanine level. HYS converted the mezzanine into a full-beam master suite with an adjacent dining area, while four further cabins were positioned on the lower level: a VIP with double bed, a further small double, a twin-bunk cabin and a four-bunk cabin, the latter two sharing a bathroom. Crew were to be accommodated aft in a four-bunk cabin adjacent to a small crew mess and a completely new galley.

Because the choice of navigation gear is quite personal to a captain, HYS sensibly left this area untouched until the yacht had a new owner, so the bridge became one of the major work areas in the second refit.



### Dr. No's flying submarine

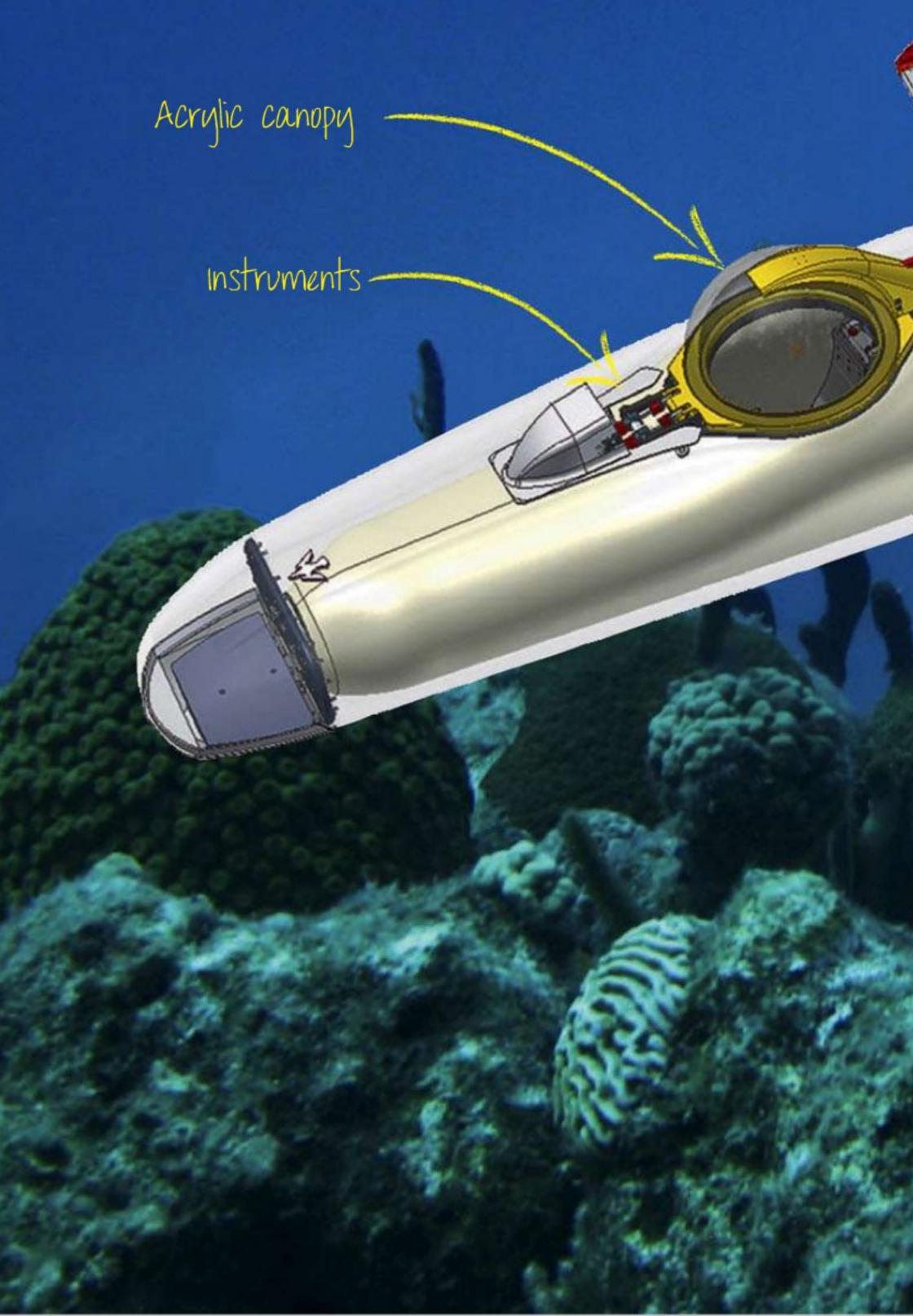
ADVENTUROUS SUPERYACHT OWNERS ARE BOOSTING THE DEVELOPMENT OF RECREATIONAL SUBMARINES SUCH AS THE SUPER FALCON TO EXPLORE THE DEPTHS WITHOUT THE RESTRICTIONS IMPOSED ON SCUBA DIVERS

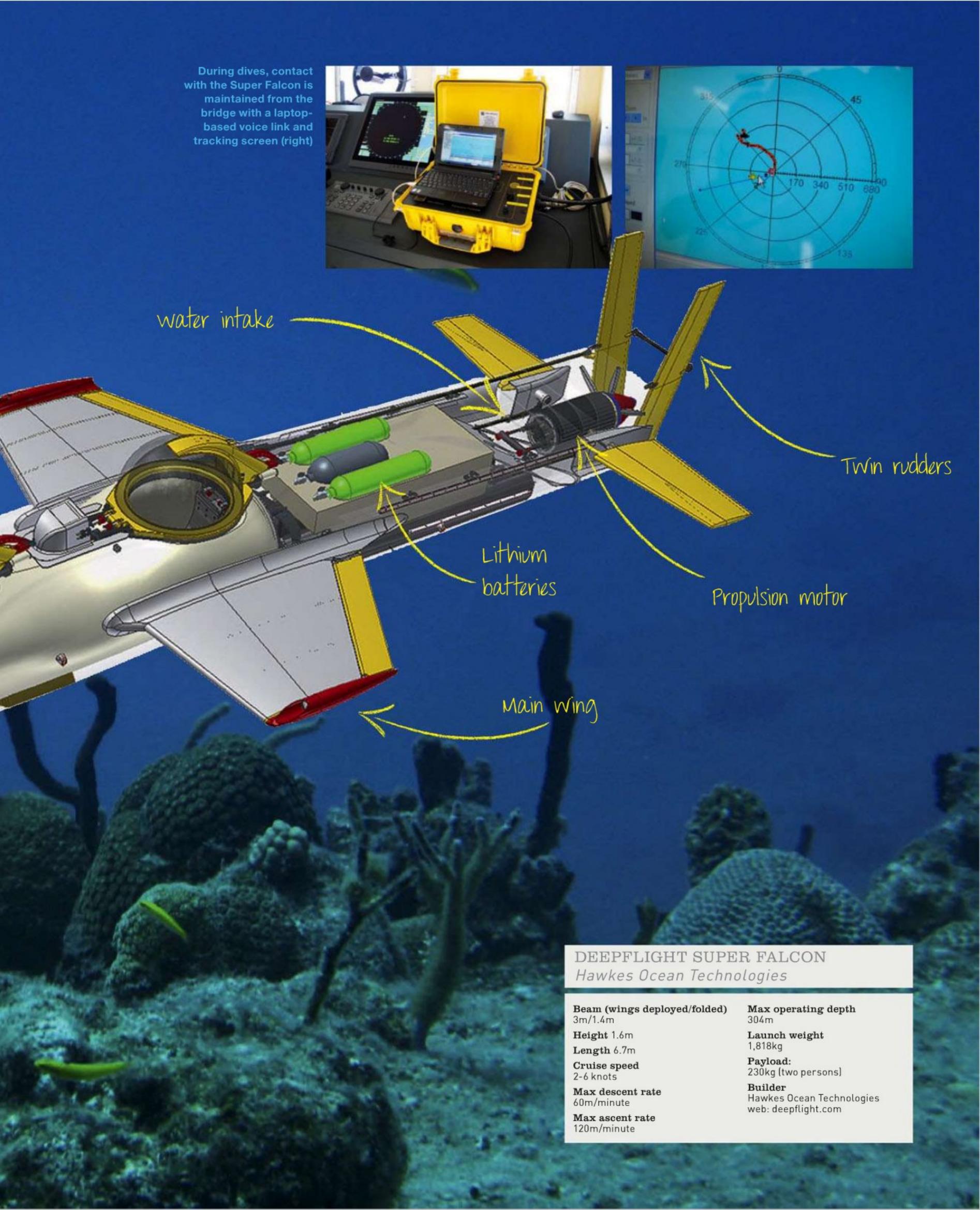
Wearing normal clothing and staying dry while experiencing the wonders of the ocean depths is certainly attractive. The craft that can provide this facility fall into two generic types: the heavier-than-water 'bathyscape-style up-and-downers', which control depth by filling or emptying ballast tanks but offer limited horizontal movement; and the positively buoyant 'flying submarines' that rely on water flow over their hydroplanes (wings) to dive.

The DeepFlight Super Falcon is the fifth generation of submarines built by Graham Hawkes' company Hawkes Ocean Technologies, which pioneers the latter 'flying' type. The design enables two passengers to sit comfortably, one behind the other, within its pressurised hull (built from advanced composites), their heads positioned inside clear acrylic domes that offer 360-degree visibility.

While typical dives in this craft last between two and four hours, there is 24 hours of life support, with the oxygen supply system continuously being cleaned by a carbon dioxide scrubber. The Super Falcon is fully electric, powered by lithium batteries and can be controlled from either seat by means of a joystick and throttle that steer it through the water like an aerobatic aircraft at up to six knots. Safety, which is high on Hawkes' development agenda, is enhanced by the fact that the craft simply floats to the surface in case of propulsion failure; if the air supply should fail, the submarine's hull contains a 20-minute supply, ample time for the sub to rise from its 300 metre maximum operating depth (more than five times deeper than regular scuba limits).











On deck, the profile of the vessel was cleaned up by removing surplus masts, gear and antennae, and by the construction of a re-styled foremast, while teak was laid on the saloon deck, aft cockpit and well deck. Forward, the three former fish holds entered from the well deck were united into a single diving store, with just one entrance hatch. The final touch was to paint the vessel's unfaired hull and superstructure to expedition yacht standards.

Blue Hunter was now the entry-level expedition superyacht that HYS planned, with her 4,000 nautical mile range and recognisably Oriental hull shape, together with especially large spaces for toys, tenders and diving equipment suiting her well for Pacific exploration. Best of all, she was being offered at the remarkably good price of \$3.8 million.

#### The second conversion

Between Perkins' visit to the completed *Blue Hunter* and the start of work to convert her to *Dr. No* on 26 February 2011, he and Truter assembled a 28-page refit specification detailing the work required. Designed to bring the vessel closer to superyacht standards, it focused on five areas: accommodation modifications; engine room and mechanical work; modifications to exterior areas; new instrumentation for the bridge; and re-labelling all signs in the vessel from Japanese to English. It was a very long work list for a short space of time, but the price was right and the contract was signed. Showing his confidence in the yard, Perkins invited guests for a first cruise in Palau on 23 July, five months away.

Risky? No way – Perkins made his money by assessing risks and making good decisions, and he had faith in the team.

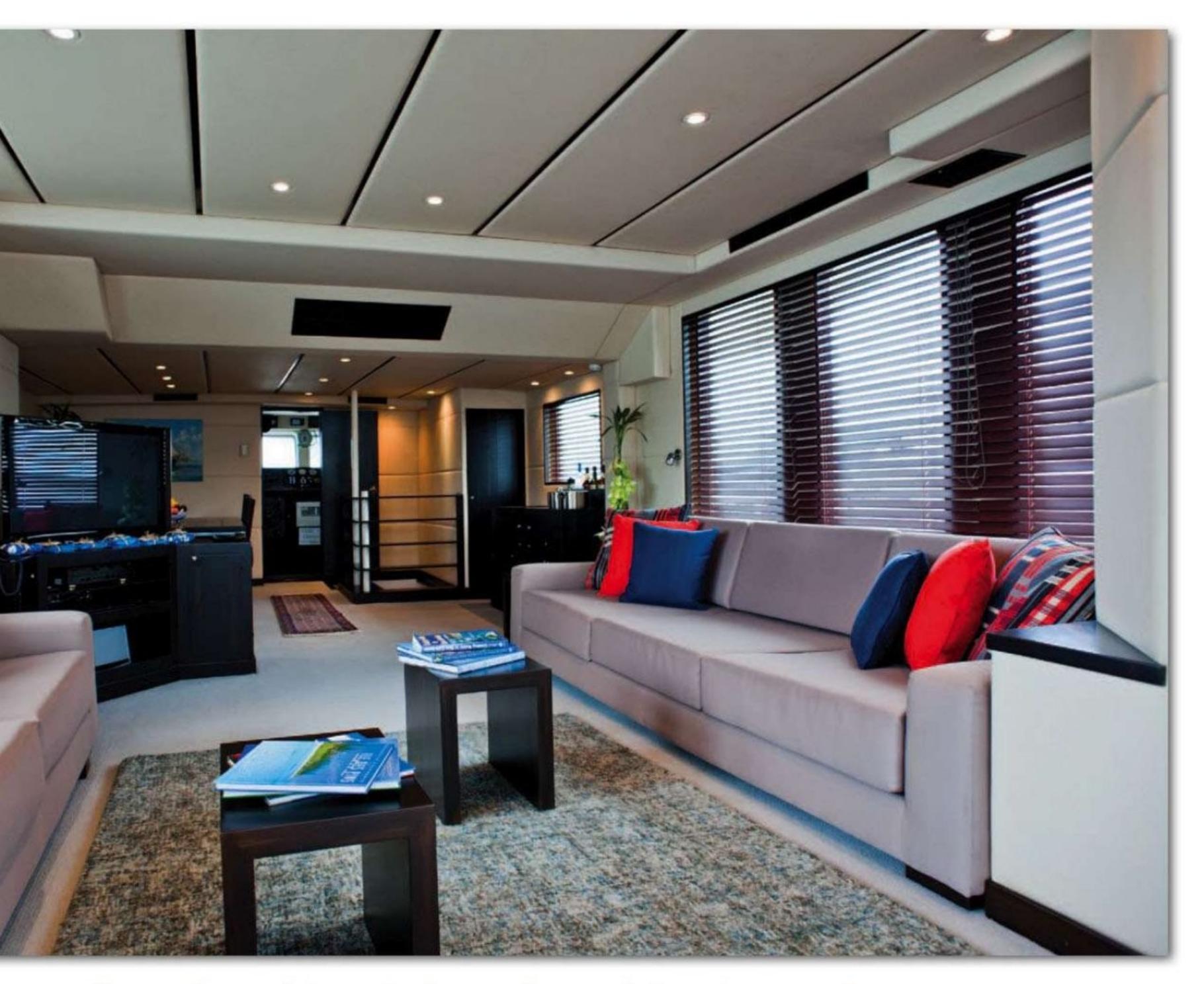
The captain remained in the yard to supervise the work, soon under way in the sticky heat of the Filipino dry season. The major interior tasks related to the deck-head height in the master cabin – sized for people of smaller stature than the new owner – and rebuilding the crew area, designed for Filipino crew who would not mind sharing a four-berth cabin and eating wherever they could find a space. Increasing the master suite headroom by seven centimetres was accomplished by taking the floor back to steel and rebuilding it with thinner, but equally effective, materials. A larger bed was built and installed and, just outside the door, the casual dining area was converted into an owner's study and library.

The layout of the crew area and one of the store rooms in the stern was completely reworked to create three separate en suite cabins – a captain's double, engineer's cabin and twin-bunk crew cabin – together with a comfortable mess area equipped with entertainment and internet systems, all built to European standards. A laundry room was also shoehorned in. In the guest area, the four-bunk cabin was converted to a ship's office and video production room. The yacht now boasts comfortable accommodation for the owner plus six guests (with two further emergency bunks available in the ship's office) and good accommodation for six crew.

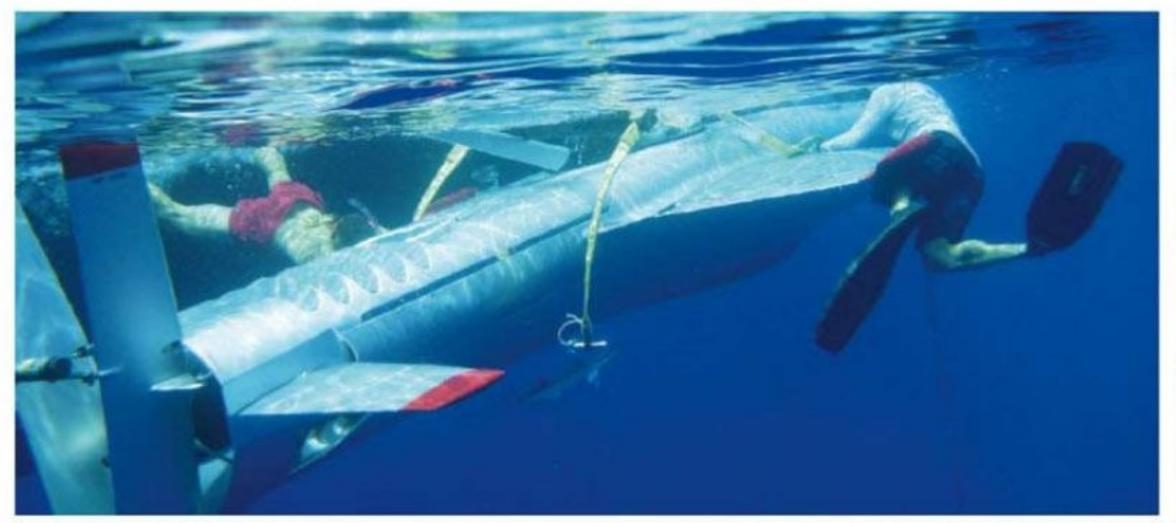
It seemed prudent to completely rebuild the main engine, while an Alfa Laval fuel centrifuge was also installed to further ensure reliability. The lack of sewage treatment also



The crane (top left) was a feature of the original Wakachiba and this, together with the perfect dimensions of the well deck made this an ideal craft to support the sub. Looking forward from the saloon (above) one enters the bridge directly, while the stairway descends to the master and guest cabins. Swimmers (right) unfasten the lifting slings from the sub. Owner Tom Perkins prepares to dive (far right)



'Stairs descend from the forward part of the saloon to what were Wakachiba's officer, crew and cadet quarters, partly set on a mezzanine level'

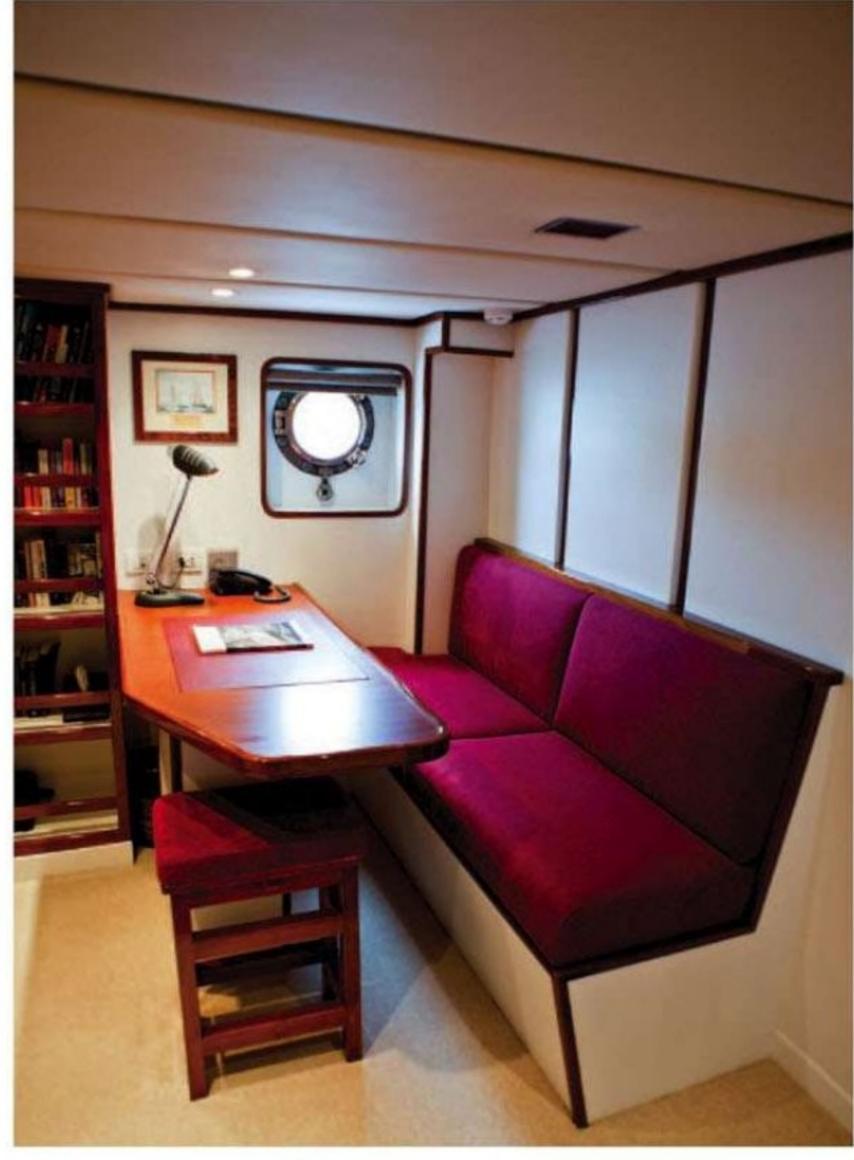












The Super Falcon, with crew already aboard, (above) is craned into the water. Her designer Graham Hawkes is in the front seat and BI's writer, camera in hand, in the rear (left). The master suite (top) and owner's office (above right)

concerned them, so a Headhunter chlorine-based treatment system was installed and the black and grey water tanks replaced. The air-conditioning system's noisy air-compressors were also changed and a watermaker installed to increase capacity. On the electrical side, *Blue Hunter* still had the original Japanese 220V, 60Hz electrical system incompatible with the region's marinas, so a three-phase 480V, 50Hz frequency converter was fitted, while an emergency genset was installed in the forward machinery space.

Modifications to the exterior and storage spaces were also extensive. On the well deck, the crane was ideal for launching the submersible, but the former fish holds just below the deck needed modification. Racks were installed to carry scuba gear, including a convenient air-bottle recharging system utilising two compressors and a high-pressure air bank, as well as a workshop with manufacturing capabilities for spare

parts, the emergency

generator, a 14-degree coolroom for perishable food and two pairs of household (and therefore readily replaceable) freezers and fridges.

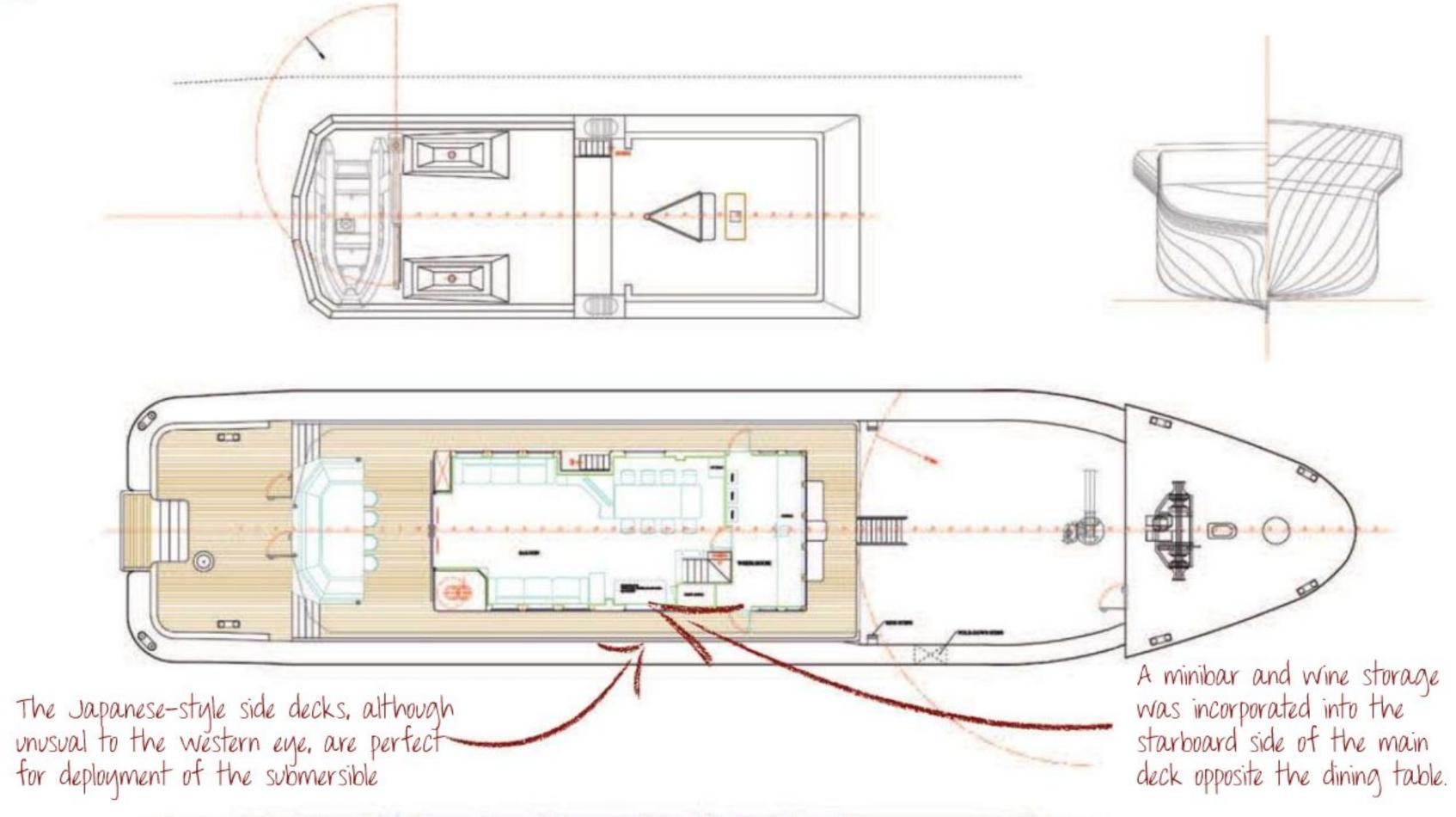
Conveniently close to the Super Falcon, the fo'c's'le was customised to carry the submersible's spares and re-breather

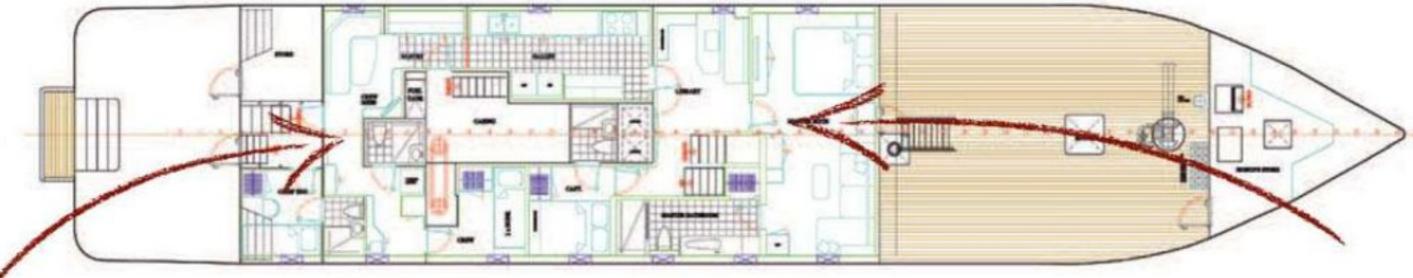
chemicals. Elsewhere, new stainless steel bitts and winch capstans gave the aft cockpit more of a 'yachtie' feel. On the top deck, cosmetic additions were made to the main mast, aft of which were the new homes for *Miss Moneypenny*, a lovely 4.8 metre cat-rigged sailing boat built by Arey's Pond Boat Yard in Massachusetts, and a 4.8 metre NAIAD tender. Both are launched by a 24V crane.

Even with the engine room's new mechanical installations and the new bridge navigational, the refit project came in just on time and on budget. More importantly, it won the approval of the owner. This was an amazing achievement in such a short space of time, and one which, Perkins fully acknowledges, could not have been done without the skill and dedication of HYS's management and workers, nor without the eagle eye of Captain Truter.

Renamed and right on schedule, the glistening *Dr. No* left Subic Bay on 16 July 2011. The Palau cruise was successful, as were the expeditions that followed to Raja Ampat, Indonesia and New Caledonia (see our travel feature on page 188). Next is a scientific expedition to Tonga, where Perkins hopes to follow humpback whales as they dive to the ocean bed. No one has yet achieved this, but in the cool hands of Tom Perkins, *Dr. No* and her sub may well be the first.

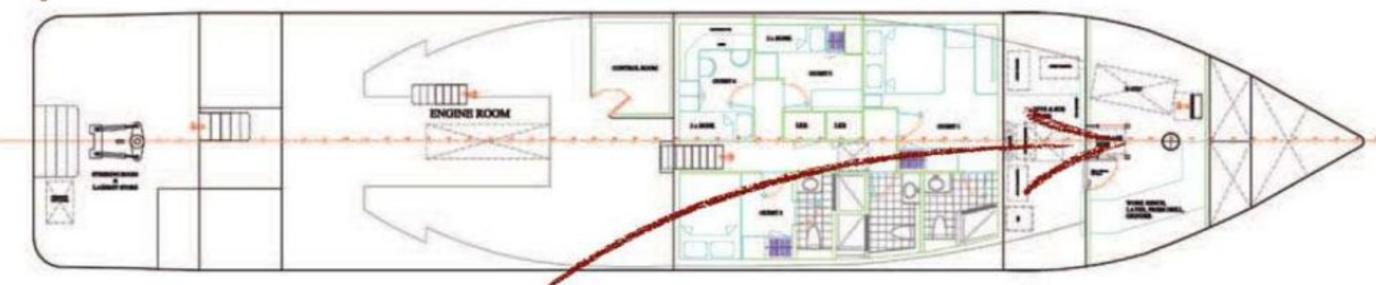






Three en suite cabins were created for crew: a double for the captain, a single for the engineer, and a twin

Four additional inches of headroom were found in the master cabin to accommodate the owner's height



The old fish wells were reconfigured to house scuba gear, compressors and a workshop for manufacturing spare parts

#### DR. NO Narasaki Shipbuilding/ HYS Yachts (refit)

**LOA** 37m LWL 33.5m Beam 7.9m

Draught 3m

Displacement 338 tonnes Gross tonnage 223GT

Engines

1 x 1,200hp Yanmar

Speed (max/cruise) 13.4/12 knots Range at 10 knots

Generators Power City

4,500nm

Fuel capacity 44,000 litres

Freshwater capacity 15,000 litres

Owners and guests 5 Crew 10

Tenders

1 x 4.8m NAIAD; 1 x 6.7m Hawkes submersible

Construction Steel/aluminium

Original builder/year Narasaki Shipbuilding/1995

Refit naval architecture/ engineering/ exterior styling Simon Jupe, HYS Yachts

Refit interior design **HYS Yachts** 

Owner's refit project manager

Mark Prangnell, **HYS Yachts** 

Refit yard HYS Yachts Subic Bay, Philippines tel: +63 (0) 47 252 7631 email:

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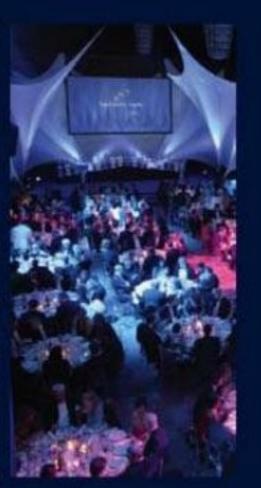


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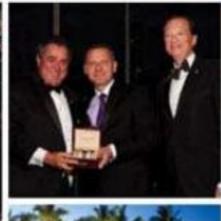
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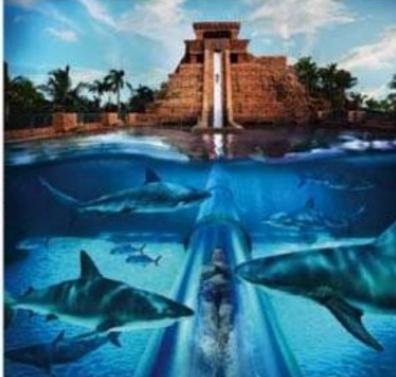










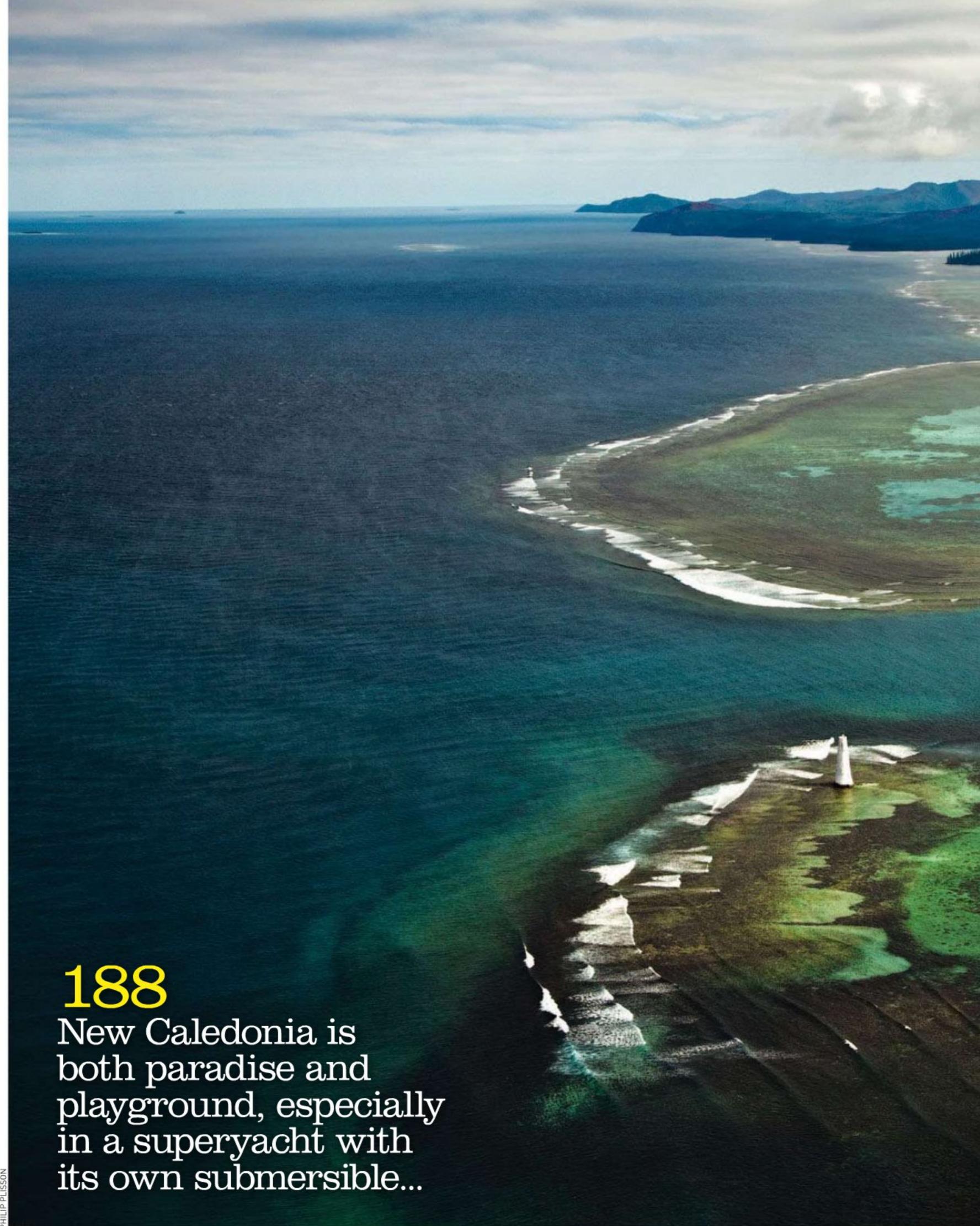


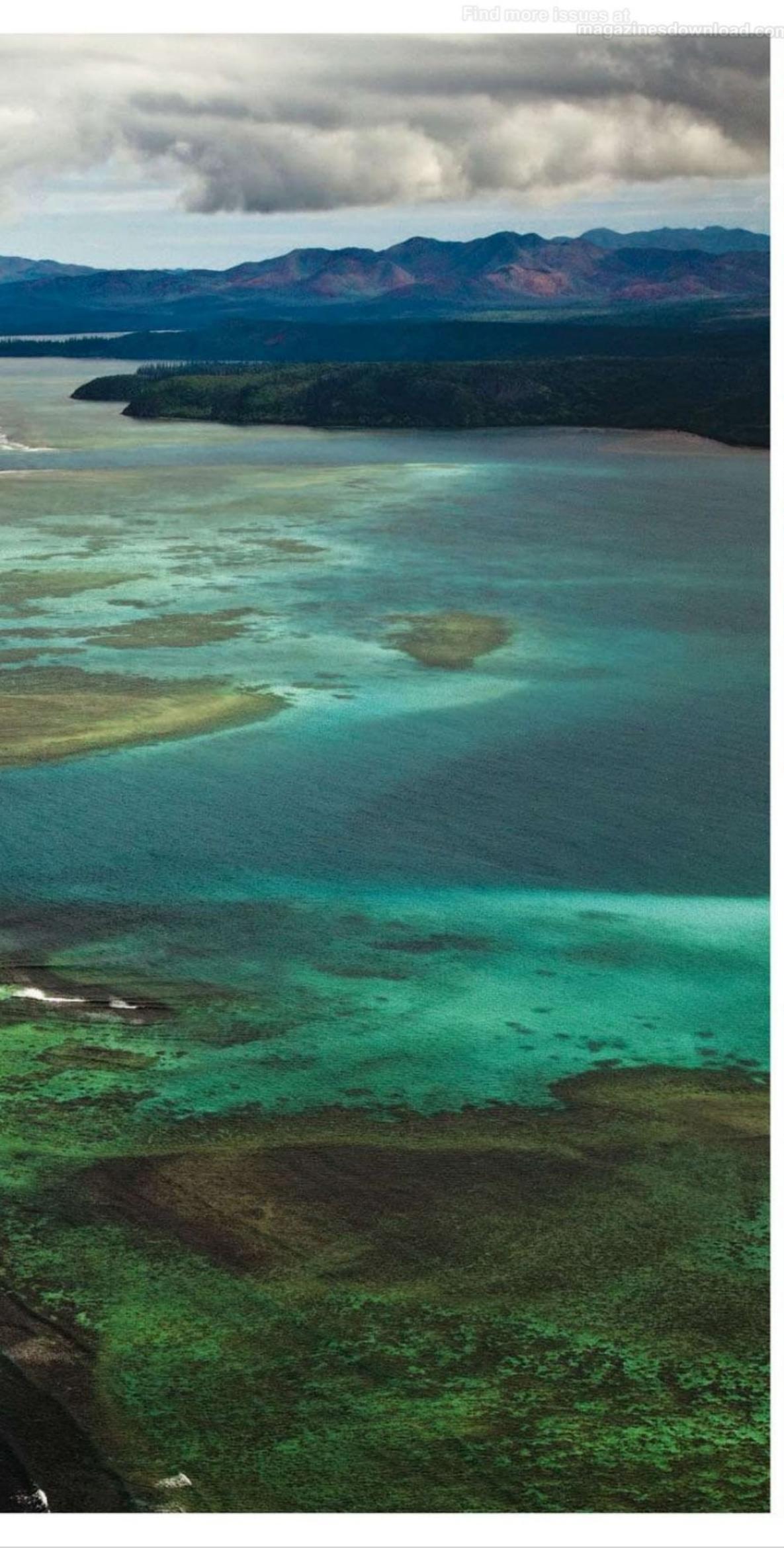
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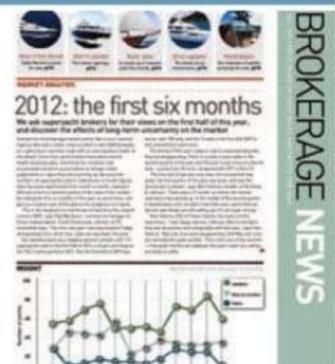




# New to the charter market

Editor's choice of charter boat





Market analysis and intelligence

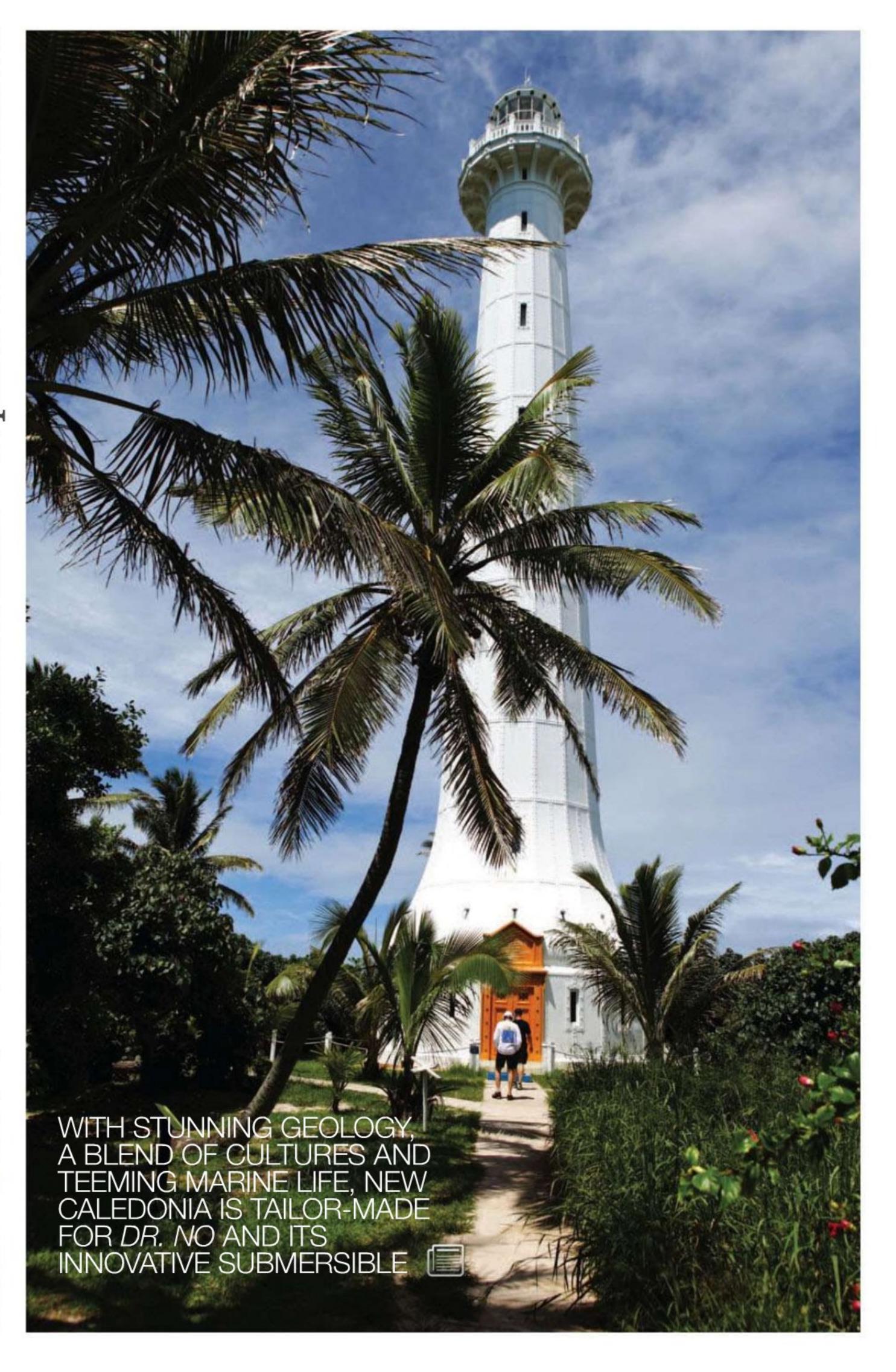


Brokerage news round-up

# [Slaind adventure] submersible – explore New Caledonia

words & photography: Roger Lean-Vercoe,





There are not many places in the world where you can eat a truly authentic *pain au chocolat* against a vista of pine trees, turquoise seas and endless white, palm-fringed beaches, but New Caledonia is one of these heavens. This island, and particularly its capital, Nouméa, is a true outpost of France, while its position in the South Pacific ocean at 166°E and 22°S possibly makes it the most far-flung of all the *pays d'outre-mer*.

The coastlines are washed by the warm waters of the Pacific Ocean, and its shores are lined with vivid coral reefs and sandy islets. Its amazing scenery and safe anchorages make it a great place to cruise – if you can reach its remote location. In this respect we were fortunate, as Tom Perkins invited us to cruise aboard his new submarine-carrying yacht, *Dr. No.* 

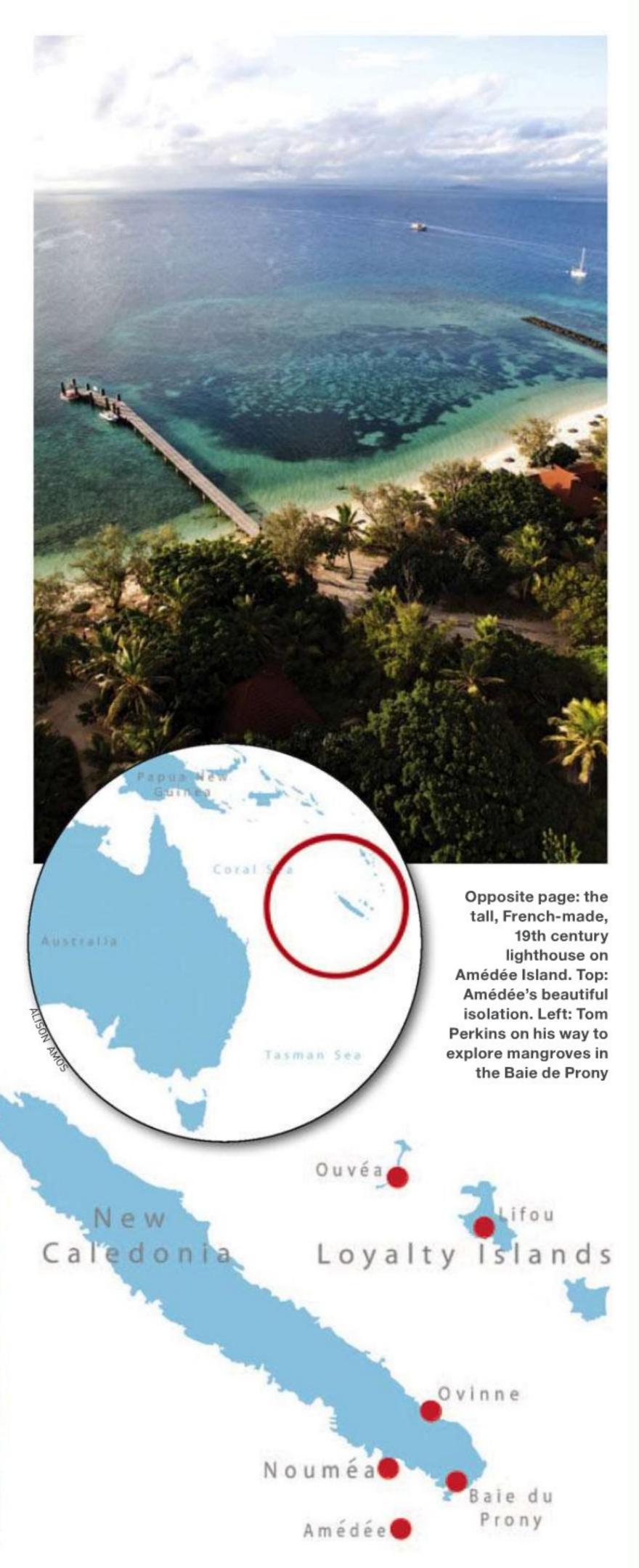
After a three-hour flight from Sydney, our arrival in Nouméa was greeted by *Dr. No*'s captain, Christian Truter, and we set off for the Port du Sud Marina. Here, amid a number and quality of yachts that provide visual proof of the wealth of this mineral-rich island, another welcome awaited us from *Dr. No*'s crew; recent recruit Honey, an eight-week-old chocolate-brown miniature poodle, gave us the biggest and bounciest greeting of all.

The plan for the first day was to head towards the southern edge of Nouméa's huge lagoon to test dive *Dr. No's* Super Falcon submersible, which the yacht was converted to carry by the HYS Shipyard in Subic Bay, Philippines (see feature on page 170). An hour's motoring south through the calm turquoise water brought us to Amédée Island, where we dropped anchor in the shadow of a tall lighthouse that marks the main passe through the fringing reef. The immediate task was for the crew, along with Graham Hawkes, the submarine's designer, to prepare the Super Falcon for a dive. The craft is unusual – not just for its ultra-cool looks, but also for the operating depth of 300 metres, together with positive buoyancy and wings that enable it to 'fly' through the water at up to six knots. 'I wanted the underwater equivalent of a fighter jet, not a hot air balloon,' says Tom Perkins, and this machine surely fits his vision.

The two-man crew embarked and the sub was lowered into the water,









# 'The sharks were not used to divers and began to display threatening postures, approaching us and circling with recognisably aggressive jerky movements'

where it became apparent that conditions were less than ideal. After recent heavy rains, the normally pristine lagoon waters were clouded by mud washed off the island, but this was a good opportunity to try the sub's 'blind flying' capabilities, guided only by the depth sounder and its pitch-and-roll instrument, similar to that on a light aircraft. The dim shadow of an inquisitive shark was spotted soon after release, but there were no other sightings apart from a glimpse of the bottom – and the sub returned to base after 40 minutes of elegant, largely blind, manoeuvring beneath the waves.

The two guests being certified as scuba Open Water divers had a much more fruitful afternoon in the clearer water surrounding Amédée. They logged close encounters with green turtles, giant trevally, spawning sea cucumbers that reared up from the bottom and, more intriguingly, with the banded sea krait, a venomous sea snake. Local dive guides provide excellent insights into sensitive and safe interaction with potentially dangerous marine species such as this, as well as advising on the best places to dive.

That evening we took a tender ride to the sand-fringed Amédée Island to have a closer look at the lighthouse. A model of this beautiful edifice had been exhibited in London's Great Exhibition of 1851, while the actual cast iron structure was erected in Paris for two years to show off its new technology, before it was disassembled, shipped to New Caledonia and reassembled as a lasting monument to France's achievements. From the moment we approached we could see it was special, particularly for its extreme height, decorative construction with star-headed bolts, and an onion-shaped base. Inside, rather than being starkly functional, its interior was trimmed with high-quality mahogany panelling.

Next morning, we scuba dived outside the passe in excellent conditions, and while big pelagics were absent, the coral cover was robust and the deep gullies and swim-throughs made for a beautiful dive. In part, this was a reconnaissance for the afternoon's expedition in the submarine, which turned out to be incredible. Piloted by Hawkes, we flew through the ancient coral seascape like the fighters in a *Star Wars* movie, parting schools of fish and twisting through the coral heads. So well was the Super Falcon accepted by the sea life around us that a remora attached itself to the submarine's composite hull, presumably hoping for a few scraps from its next meal.

We were not in New Caledonia at the optimum time of year, so unsurprised when the captain announced that the forecast for the next few days was poor, with a passing cyclone threatening high winds and torrential rain. We headed into the protected Baie de Prony, following the wild south east coastline where steep-sided mountains with ancient mineral deposits colour the mountainous soils a deep rich red.





Above: the clear waters are full of curious marine life. Right: ancient stone buildings that formed part of France's Prony Penal Colony are now enveloped within tree roots. Below: the legacy of open-cast nickel mining scars the landscape



Opposite our anchorage we could see the old stone dwellings and jailhouse now crumbling into the ground or fossilised within encompassing tree roots. There was enough wind for Perkins to christen *Miss Moneypenny*, *Dr. No*'s new cat-boat, built in Arey's Pond, Massachusetts. She provided the perfect way to explore, with a large, open cockpit big enough to take a sizeable party ashore. As she sailed up the estuary and into the distance, a kayaking expedition was also launched to venture into the mangroves and discover some of the tributaries that feed the bay.

The following morning, despite the continuing heavy rain, a group went ashore to find a river we had been unable to locate by kayak, and unable to navigate by boat. The group traversed an abandoned open-cast nickel mine, stripped of vegetation and riven by deep gullies and potholes where the red soil had washed away. It is a mining practice that, without restoration of the land to its former state, would be unacceptable in the West, but in New Caledonia – the third-largest producer of nickel in the world – it is sadly common. The run-off from the mine made the water so muddy that a planned dive on the Prony Needle, a pinnacle in the bay with a reputation for very large bull sharks, was totally impractical.

While we had plenty of rain, the strong winds forecast failed to arrive and next day *Dr. No* rounded the southern tip of New Caledonia and headed north west up its northern shoreline to the Bay de Ouinne, a good stepping-off point for the Loyalty Islands that lie some 50 miles offshore. Arriving in the afternoon, we went to an outer fringing reef near the Koaukoue passe, where the inner reef wall drops from five to 50 metres – an excellent spot for a wall dive. We dropped in on a wahoo and a giant trevally that was trailing







Scuba is good, but the submersible goes much deeper and there is no need for decompression – or getting wet. Left: Dr. No's two-person Super Falcon, capable of depths up to 300m, is lowered to the water. Far left: communication and tracking from the bridge by UQC, underwater sonar

a white tip reef shark. Then our escort arrived: it was a small and curious grey reef shark. As we moved along the wall, more appeared until we had a group of eight showing interest in us. It seems they were not used to divers and displayed threatening postures, approaching us and circling with recognisably aggressive jerky movements. After several very close passes, we moved up towards the reef flat, away from their territory, though some continued to assert their dominance. After such excitement it was definitely time for a relaxed cocktail hour back on board, where Tom's son, Tor, had created the 'Dr. Nectar', our new signature sundowner. It was very welcome.

A pre-dawn start saw us heave anchor at 5.30am for the journey out towards Lifou, one of the Loyalty Islands to the east. The sun rose on a perfect cruising day with a gentle easterly swell that undulated through the glassy ocean. Sooty terns dipped their wing-tips in the seas as they flew in

great circles, seeking out schools of fish. We passed bait balls and patches of frenzied activity, where birds gorged themselves and small tuna launched into the air to escape hungry mouths below. On board, the pace slowed right down, most passing the time with a coffee in one hand and a book in the other. By 2pm we had sighted the wide sweep of the Baie de Jinek on the north west of Lifou, and as we neared shore the depth sounder showed a vertical rise in the bottom topography from 700 to 200 metres in clear blue water – potential areas for submarining. The bay was bordered by low undercut limestone cliffs topped with a scattering of houses and churches, while massive coral-heads littered the white sandy bottom. Life slows down away from Noumea, and here the Melanesian pace of life really dominated. Absolutely nothing happens quickly in a place where time is measured by the rising of the tide or by a celebratory feast, and rarely by a wristwatch.



# 'Whole ecosystems of fish were attracted by our stern lights, which inevitably turned into a feeding frenzy for the larger fish, while small larval crabs swarmed over the boat'



Top: Tom Perkins (left) and Graham Hawkes. Right: start of the adventure, Port Moselle in downtown Nouméa. Opposite page: long, palm-fringed beaches on Amédée Island, to which tourists in Nouméa are taken for lunch



To show our respect for the island's tribal leaders and the tradition of *La Coutume*, we offered a small token gift to the local chief. Traditionally, this is a piece of fabric and some tobacco that creates a feeling of kinship and shared obligations. All lands, and the waters too, have a traditional owner and, by custom, permission must be sought prior to engaging in such activities as fishing, snorkelling and diving. One gets the impression that the traditional landowners are beginning to assert their rights and we had to be clear about our intentions in their waters. Their main concern





was, understandably, that while diving we would not fish or gather other food. The idea of us flying along the deep walls and coral plateaus of the sheltering reef in our submarine was never an issue.

Two days of amazing snorkelling and diving on the coral-heads in the lagoon followed. At night, whole ecosystems of fish were attracted by our stern lights, which inevitably turned into a feeding frenzy for the larger fish, while small larval crabs swarmed over the boat, sometimes making it as far as the upper deck and into the bridge. Diving was combined with sailing, and Perkins took *Miss Moneypenny* to explore the coastline.

We encountered an area filled with curious olive-coloured sea snakes that followed us on the dive and approached our masks, while one tried to curl up and have a rest under the fins of Tom's daughter-in-law, Shani. While we cruised the lagoon in the tender, the dark shadows of manta rays passed beneath us, breaking the surface with their wing-tips, and green turtles were often spotted lolling on the surface. Hawkes, Perkins and the Captain had been making sure all the controls on the submarine were fully operational, running system checks on navigational gear, the thrust control and the oxygen units. The plan was to dive the famous Reciffe Shelter in the next few days, and looking at the chart, it was going to be awesome.

Next day *Dr. No* was moved around the headland where the Super Falcon was launched for a short test dive, but immediately there was a problem. Unwittingly, the co-pilot had engaged astern propulsion and this had reversed the submarine almost vertically beneath *Dr. No's* hull, where she disappeared from sight. The bridge called the sub on the UQC (underwater sonar communications); it seemed the Super Falcon had just grazed the hull before the thrust was cut, and as its underwater flight responses were normal the dive continued. Afterwards, however, a large horizontal crack was discovered across the entire surface of the port rudder. A decision had to be made whether to grind out the damage and fibreglass the entire piece, or to make a temporary fix and continue diving.

Any long-term solution would have meant that the sub was out of action for at least a couple of days, so a seamanlike splint was fashioned from whipping twine and marine ply, and the next day we launched in perfect conditions next to the Reciffe Shelter dive site in 40 metres of water. The wind was negligible, visibility was 50 metres plus and the current minimal

– fantastic conditions. The dive site is on a huge plateau rising up from the sea floor to the surface, covered in massive healthy coral and thousands of chocolate-dipped damselfish, fusiliers and antheas. Perkins and his son, Tor, spent 90 minutes under water in the sub, following the walls and canyons of the site. Above them, they could see the hull of *Dr. No* in detail from a depth of 50 metres, while the shimmering silver form could be seen equally well from the deck of the yacht as it glided beneath its hull. It was, they declared, their very best dive to date.

The following day, a pre-dawn departure took us some 25 miles north west to Ouvéa, a triangular atoll in the Loyalty group – and another incredible place. Entering the lagoon, we cruised through water so ginclear we were able to spot sea cucumbers littering the sandy bottom at 20 metres. We anchored in the lagoon, which is bounded on one side by an amazing 15-mile-long white sand beach, and on the other by a sprinkling of islands and shallow passes through the coral reef, romantically called the Pleiades, after the cluster of stars. Diving in the passes we saw eagle and manta rays, cuttlefish and a selection of sharks including grey reef sharks, white tips and a leopard shark. It's great to dive with a local guide who can take divers to the best spots without the need for a lengthy reconnaissance, but while our diving in Ouvéa started in this way, the local guide soon slipped into 'island time' and, ultimately, just failed to turn up. So, as we had plenty of highly qualified divers in the crew, as well as Julien Buzzi

from Tahiti Private Expeditions, we dived on our own for the last few days. The highlight of the trip's last dive was on an outer wall, where Tor Perkins found himself face to face with a large black manta ray cruising past for a clean-up by the reef fish. He described the experience as 'totally incredible'. Ouvéa, we decided, is a diving area with great potential, having multitudes of tunnels, caves and chasms to explore, all cut into the limestone of the ancient reefs. There are more discoveries to be made, as well as new dive sites to be explored by the more adventurous diver.

With the cruise almost at an end we departed the Loyalty Islands in the early hours of the morning. In the darkness, our transom had again become home to creatures feeding – this time a tangle of sea snakes and needlefish attracted to the stern lights. Soon, at least 20 sea kraits were gorging on small bait fish before slapping their paddle tails against the hull and disappearing back into the darkness – an amazing sight.

The last days of this amazing cruise were spent back among the mountainous bays of the south east, where coconut trees and massive pines grow side by side. We sailed and kayaked, collected coconuts and hiked the trails. Steaks were cooked to perfection by the captain and a good deal of Dr. Nectar consumed. The next destination for *Dr. No* and her Super Falcon will be Fiji and then Tonga, where the owner plans scientific research – following whales as they sound, in the hope of discovering exactly what they do. This is cruising at its best.



#### **FACT FILE** New Caledonia

#### CONTACTS

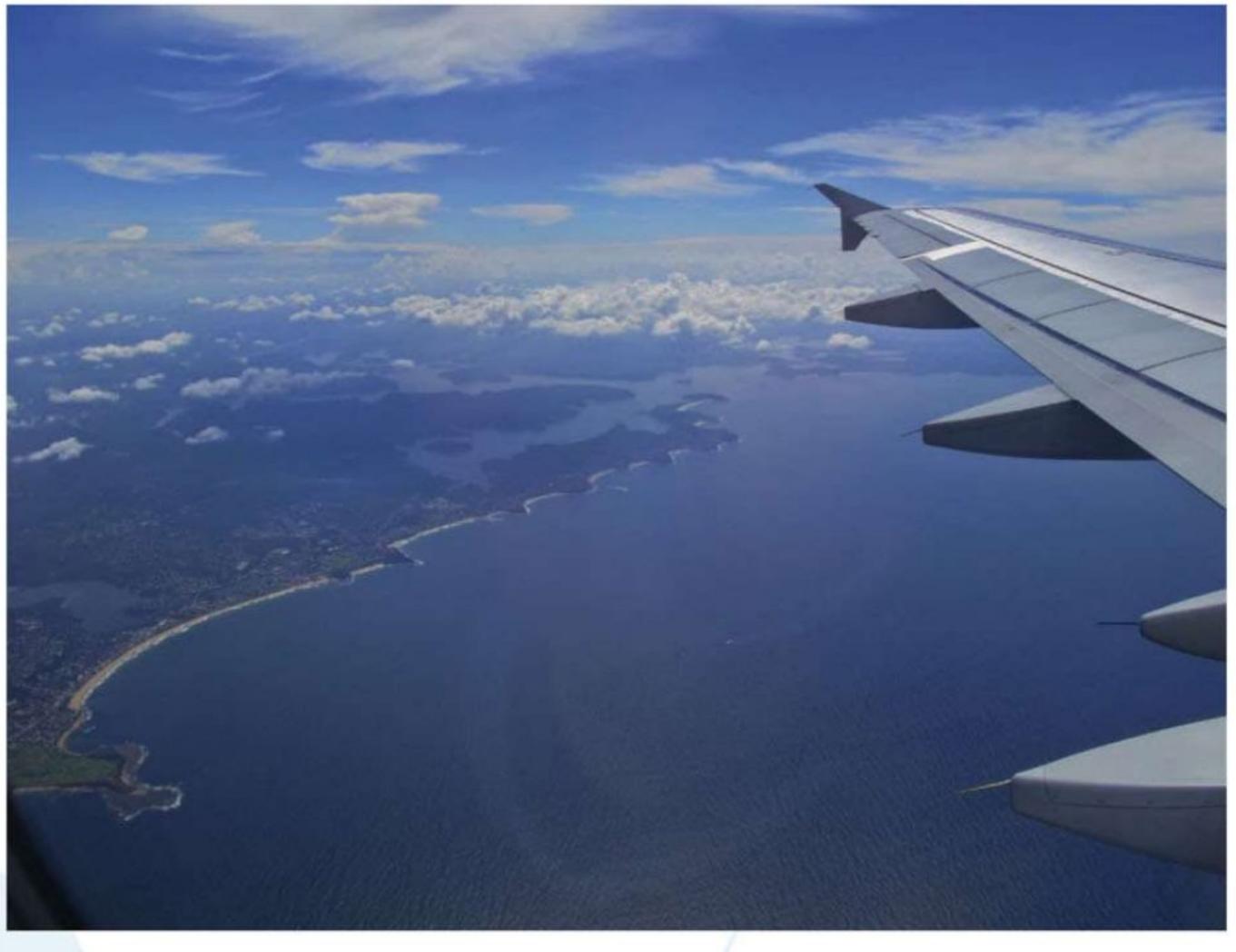
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INFORMATION
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#### TIME ZONE

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#### **LANGUAGES**

French, English and a variety of indigenous languages.

#### CURRENCY

CFP franc

#### POPULATION

250,000

#### CLIMATE

Southern hemisphere and tropical, which means temperatures can reach 30 degrees between November and March, with high humidity. June to August is cooler and dryer, and there is the possibility of cyclones between December and April.

#### **POLITICS**

New Caledonia is a 'sui generis collectivity' that has been gradually

transferred certain powers from
France. It is governed by a 54-member
Territorial Congress, a legislative
body composed of members of three
provincial assemblies. The French
State is represented in the territory by
a High Commissioner.

#### **GETTING THERE**

Air Calin is the local airline, which runs regular and direct services with modern jets from Sydney, Brisbane, Auckland, Seoul and Tokyo. Nouméa (Tontouta airport) is also served by QANTAS and Air France in cooperation with Air Calin.

#### **ENTRY REQUIREMENTS**

Citizens of the US, the EU and many other countries don't need a visa for tourism or business stays of 90 days or fewer within a six-month period. Passports should be valid for at least six months

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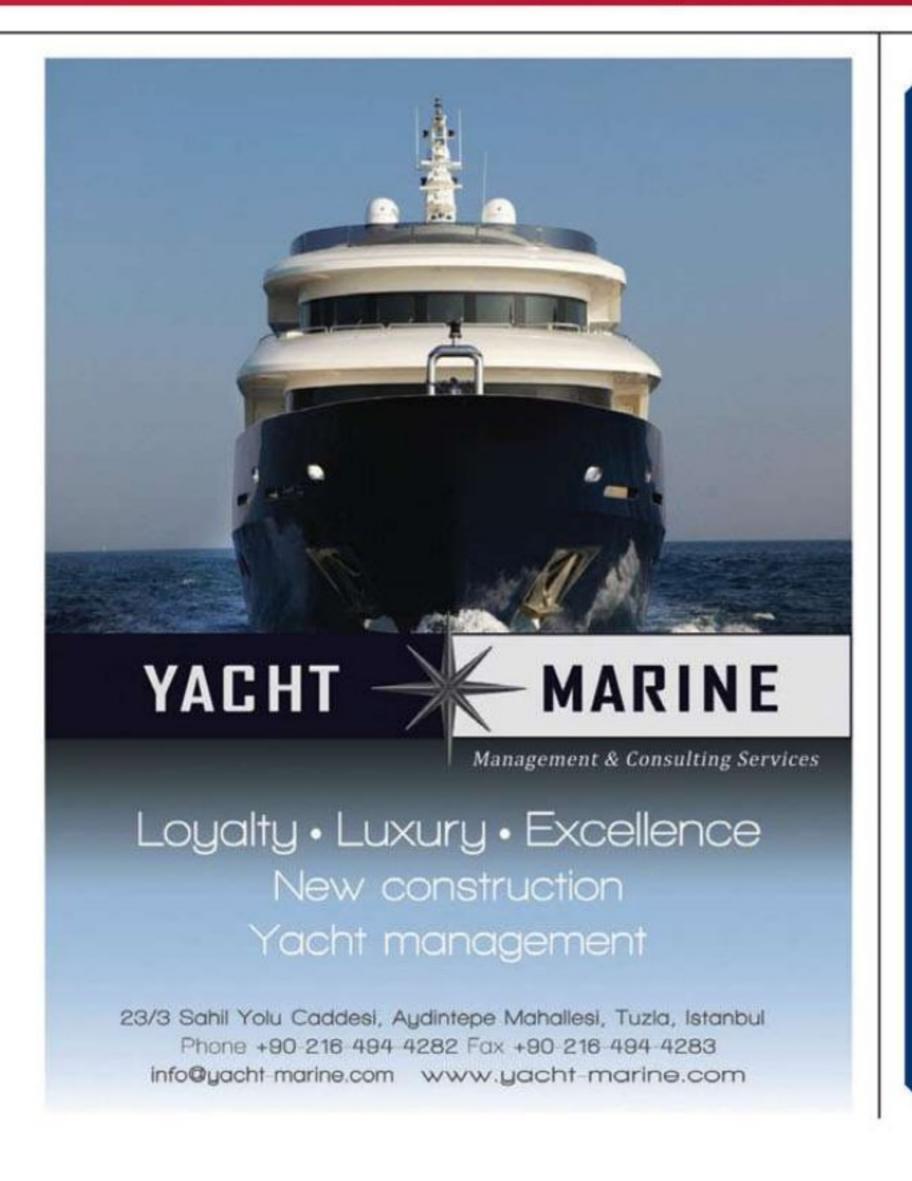




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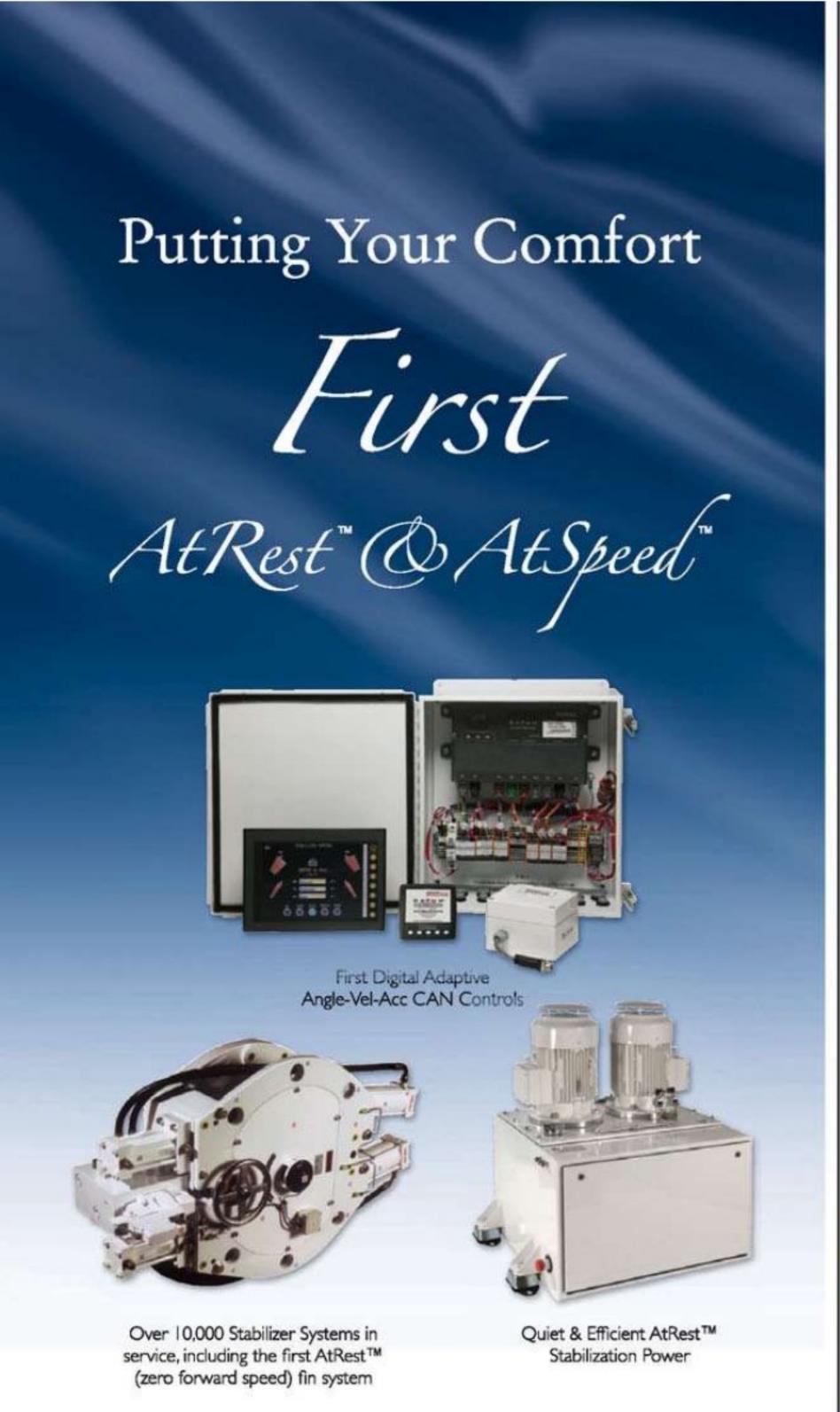
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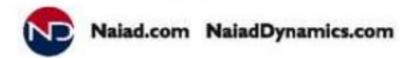




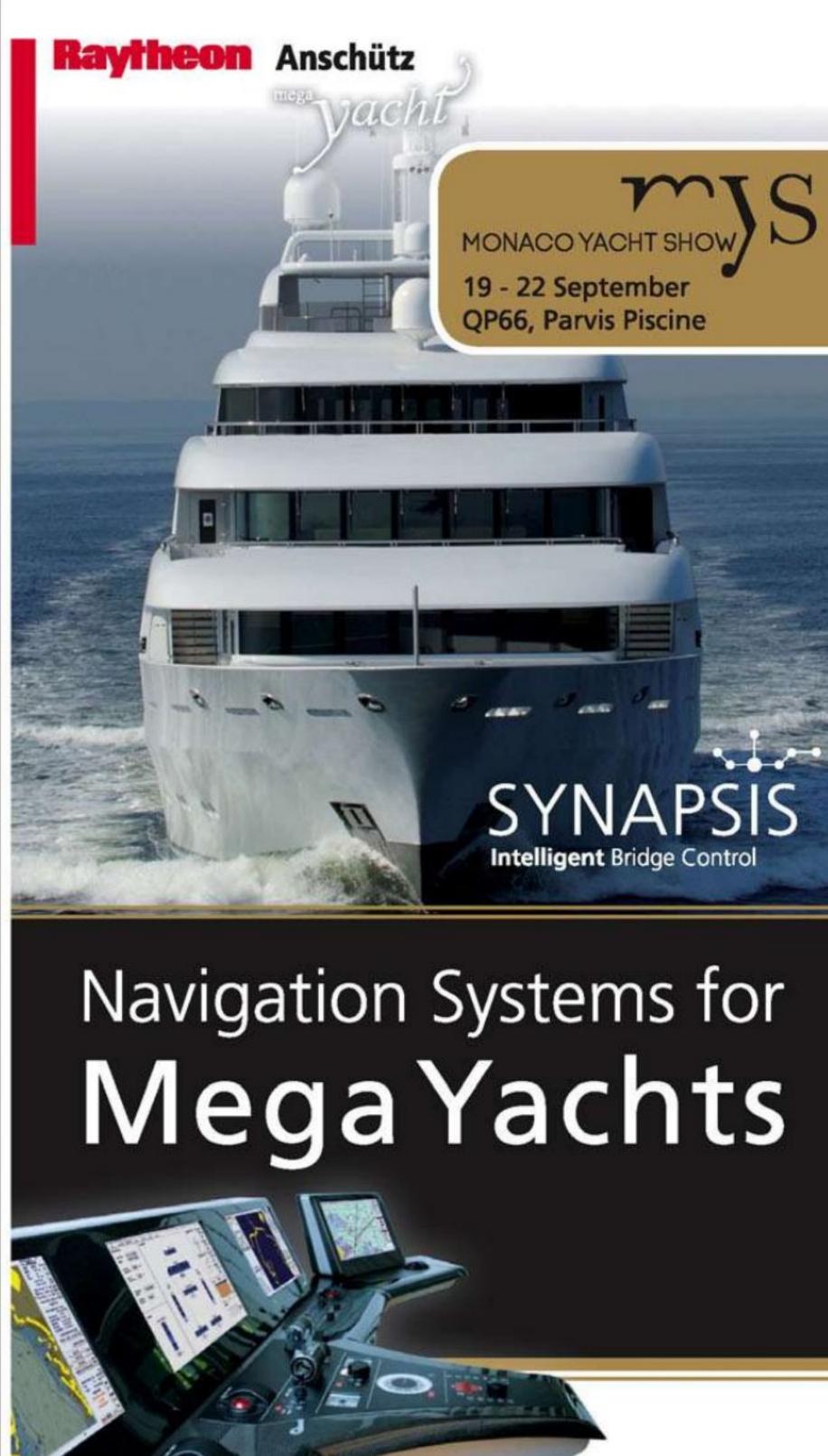
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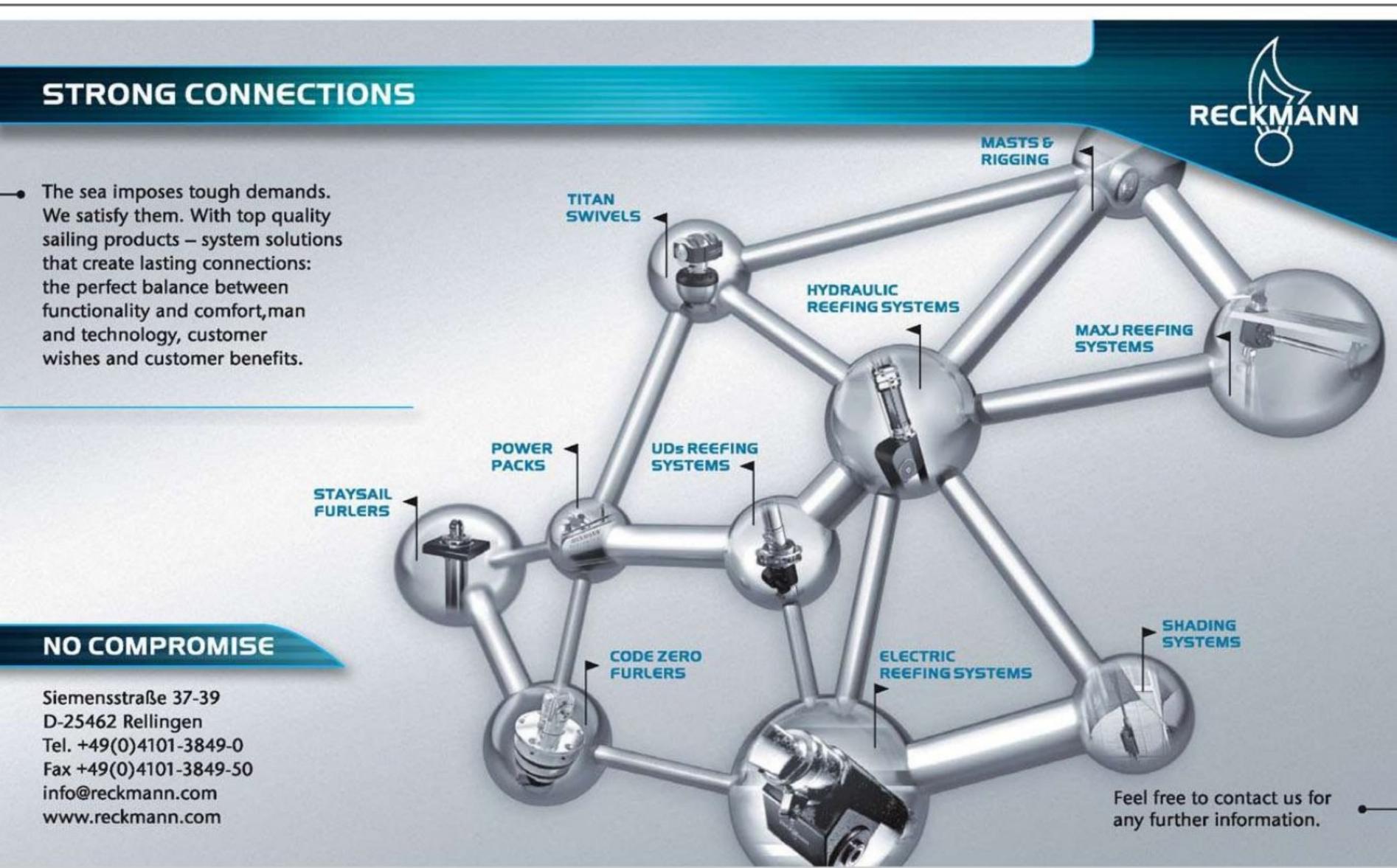
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#### **EDITOR'S CHOICE**

#### Sarah: an ideal charter with flexible accommodation and plenty of toys

The 62 metre Sarah was built by Amels in 2002 and has just emerged from a refit that upgraded both her audio-visual equipment and the soft furnishings.

Designed by Donald Starkey, Sarah has nine guest suites, offering considerable flexibility of sleeping arrangements for charter guests.

These include a full-beam master suite with a king bed on the main

deck, four further queen double suites (two on the main deck and two on the upper deck) and four twin cabins on the lower deck, all with en suite facilities.

Sarah carries two tenders and a large selection of new watersports toys, thereby offering active guests a wide array of activities to keep them entertained. The yacht carries a complement of 20 crew.







#### SARAH

LOA: 62m BUILDER/YEAR:

Amels/2002 REFIT: 2011/12

CUESTS/CDEW 12

GUESTS/CREW: 12/20

LOCATION: Med/

Caribbean

COST:

€325,000-€350,000 per week

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#### Lady Kathryn V

Launched in 2011, the spacious 61m Lady Kathryn V provides accommodation for up to 12 guests in six suites.



This comfortable sailing yacht from Southern Wind accommodates eight guests and a crew of four.

#### Pegasus

Having undergone a total refit, Pegasus offers spacious accommodation for 12 guests in six cabins.

#### Makira

Built to a design by Studio Bacigalupo, Makira boasts a spa pool and state-ofthe-art sound system.

#### Xnoi

The 31m Xnoi is a sloop-rigged yacht by Nauta. She accommodates 10 guests in four cabins.

#### Aquarius

Available in Fiji, the 30m Aquarius sleeps up to 10 guests in a master suite, VIP suite and two convertible twin cabins.

#### Heavenly Daze

Following a six-month refit, this 32m motor yacht sleeps nine in a master suite, VIP cabin and two twin cabins.

#### Lars

Converted from a seagoing tug, Lars is now a luxury, go-anywhere exploration yacht sleeping eight guests and five crew.











LOA: 61m

BUILDER/YEAR: Lürssen/2011 **GUESTS/CREW: 12/15** COST: From €450,000 per week LOCATION: Med

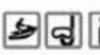


LOA: 30.2m BUILDER/YEAR: Southern Wind/2011 **GUESTS/CREW: 8/4** COST: From €35,000 per week, plus expenses LOCATION: West Med





LOA: 52.2m BUILDER/YEAR: Feadship REFIT: 2010 GUESTS/CREW: 12/13 COST: From €196,000 per week LOCATION: East Med













LOA: 43m BUILDER/YEAR: Leopard/2010 **GUESTS/CREW: 9/6** 

COST: From €115,000 per week, plus expenses LOCATION: West Med

a 🔊 🖷



LOA: 30.6m BUILDER/YEAR: Picchiotti (Perini Navi)/2012 **GUESTS/CREW: 10/4** COST: €55,000/€50,000 per week, plus expenses

**4** 11

LOA: 29.6m

LOCATION: Med

BUILDER/YEAR: Horizon/2009 **GUESTS/CREW: 10/4** 

COST: \$60,000 per week, plus expenses LOCATION: Fiji



LOA: 32.2m BUILDER/YEAR: Feadship/1972 REFIT: 2012 GUESTS/CREW: 9/6 COST: From €49,500 LOCATION: West Med



LOA: 36.4m **BUILDER/YEAR: 2012 GUESTS/CREW: 8/5** COST: From €65,000 per week LOCATION: Greenland, Iceland, Norway

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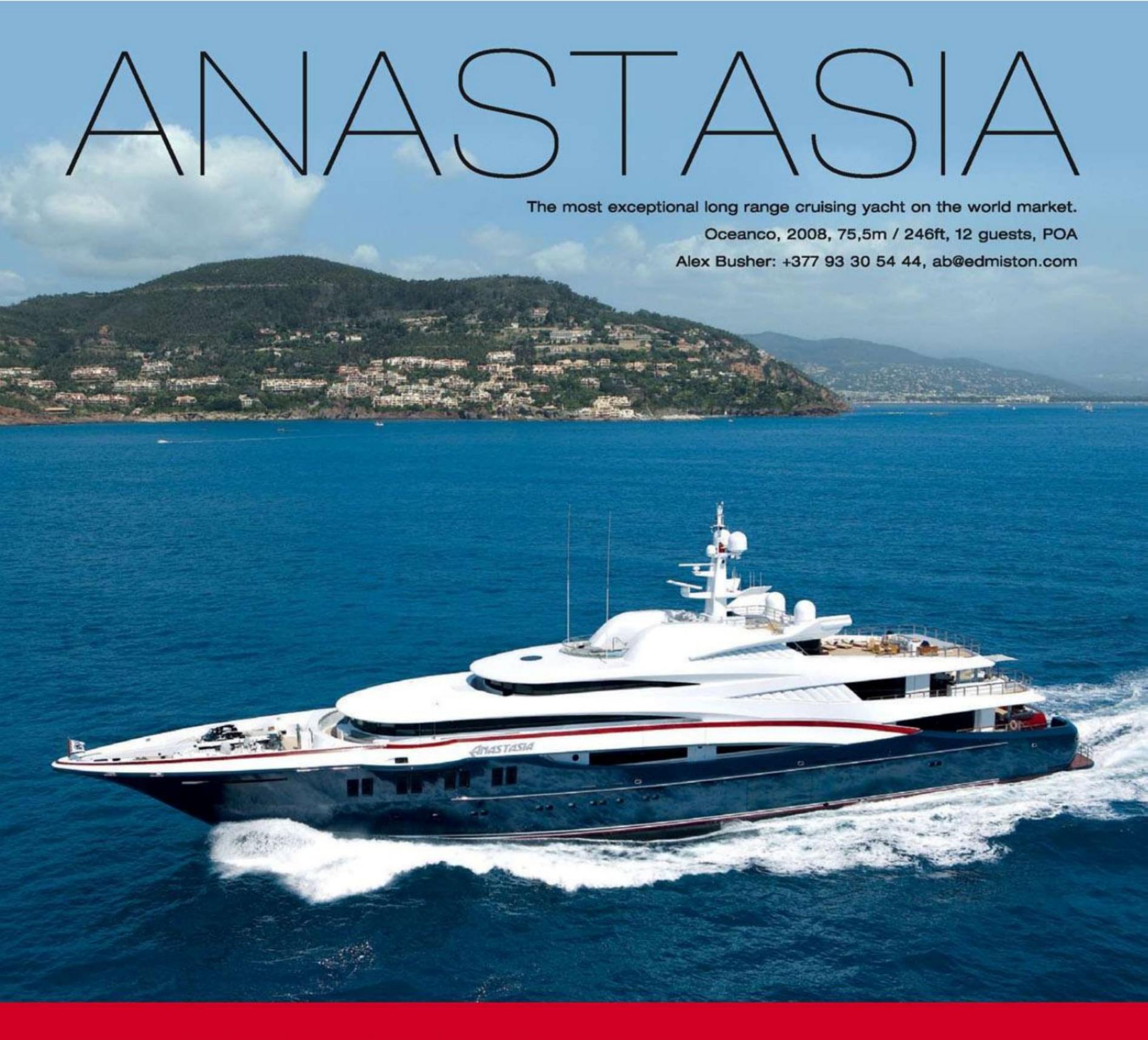
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Our selection of yachts
seriously for sale, **p218** 

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#### MARKET ANALYSIS

### 2012: the first six months

We ask superyacht brokers for their views on the first half of this year, and discover the effects of long-term uncertainty on the market

Sometimes the brokerage market seems like a once-carefree ingénue who had a rather nasty accident in late 2008 (probably on a glamorous mountain road, with an unscrupulous trader at the wheel). Since then, yacht brokers have administered health-boosting sales, monitored her condition and occasionally turned to us journalists to whisper sober judgments or report that she's perking up. Because the numbers of superyachts sold or ordered are so small, figures often fluctuate significantly from month to month, making it difficult to form a coherent picture of the state of the market – but taking the first six months of this year, as we do here, will give us a clearer view. At first glance the prognosis isn't good.

'This is the toughest six months we've had since the original crisis in 2009,' says Toby Maclaurin, commercial manager of Ocean Independence. Frank Grzeszczak, a broker at IYC says, 'This time last year I was way ahead of today and generally from what I see, sales are way down this year.'

Our statistics back up a negative general outlook, with 119 superyachts sold in the first half of 2012, a 24 per cent drop on the 156 in the same period of 2011. But the first half of 2010

was worse, with 108 sold, and the 74 sold in the first half of 2009 is still unmatched in grimness.

The timing of this year's sales is vital to understanding why they are disappointing. There is usually a sales spike in the second quarter of the year, but this year it was more of a thumb tack – a jump from 55 to 64, compared with 2011's 56 to 97.

The first half of last year was slow, the second half was great; the first quarter of this year was great, and now the second part is slower,' says Wes Sanford, a broker at Northrop & Johnson. There was a 12 month run where the market seemed to have picked up. In the middle of the second quarter it slowed down a bit, we didn't have that same uptick we did last year. Boats are still selling, but it's not super strong.'

Hein Velema, CEO of Fraser Yachts, has had a similar experience. I was happy January, February, March and April, that was all positive and comparable with last year,' says Velema. May and June were disappointing. And May and June are normally the peak months. This is the crux of the concern – if the peak months are subdued, the year's sales as a whole are likely to suffer.

MAY

JUN

# NSIGHT Market activity over the past 12 months Price updates New to market Sales Age 12 months New to market Sales



JAN

**FEB** 

MAR

APR

DEC

JUL

AUG

SEP

OCT

NOV

20

0

#### Uncertainty

So what factors are responsible? The resounding reply from brokers is uncertainty. 'There's even more uncertainty about the future economic stability of just about everywhere than there was even in 2009,' says Maclaurin. 'In 2009 people were talking about the crisis. Now when people talk about it you feel like saying, "Well, which crisis?" because there are now so many of them.'

Sanford believes it is a psychological issue rather than a material one: 'A year from now the clients will probably still have the money to buy a boat, that they have today, but the uncertainty is enough to make them pause.'

'Some banks are saying, "we will finance your yacht purchase, but we want your wealth portfolio." Velema agrees: 'There's not a lack of money. But it's really their opinion about what the economy is doing, the worry is about where we are heading is what makes people hesitant.'

Given that the most acute

economic uncertainty currently hangs over the euro, it seems likely that Americans would feel more confident about buying. Indeed, Velema has found the US section of market slightly healthier than the European this year. 'We are doing a little bit better in the US, [which] is more positive than Europe. And what I'm really happy about is the West Coast that was almost completely dead for years is now getting better. That's more smaller boats I have to say, but still, they're getting out of a very deep hole. We had a much stronger recovery in Europe in 2010/11 than in the US, but that is now falling back, and at the same time the US has finally come up a little bit.'

Sanford, who is based in Fort Lauderdale, agrees that 'right now it seems the strongest part of the market is American'. But while the problems with the euro worry his American clients less than his European clients, 'Most of these guys have exposure around the world so they're paying attention to it.' And Americans have an extra factor to contend with: 'We have an election here in the US, which will affect some clients,' says Sanford.



An example of large price drops in H1 of 2012, \$10 million was taken off the price of 70m Reverie in January

#### Sales trends

'The thing that seems to have changed for 2012 is that middle bracket, 30-50 (metres),' says Maclaurin. 'It's where in our market you normally see the bulk of the sales and it's really suffered.

'We were quite relieved 12, 18 months ago when its seemed some of the banks were returning to yacht financing again – they exited in a hurry. So, yes, they have come back, but their terms are quite difficult to swallow. Some banks are saying,

"Yes, we will finance your yacht purchase, however we want your entire wealth portfolio with our bank."

Our figures certainly show a drop in this bracket from the same period in 2011: 67 30-50 metre yachts were sold in the first half of 2011, but 40 in the first half of 2012; 25 40-50 metre boats were sold in the first half of 2011, and 22 in the first half of 2012. But even given its year-on-year slip, the 30-40 metre bracket is still among the top sellers – with only two boats fewer than the top 24-30 metre bracket.

'This (30-40 metre) bracket is easier to afford for a larger group of people, also in operating costs,' says Velema. 'People that used to have a sporty type of boat (which he says still aren't selling) now want to go to a displacement. They go from a big Mangusta into a Benetti classic or something like that.'

With smaller superyachts, while the sail market is in general difficult, Maclaurin has found yachts of 30 metres and under are moving. It could be to do with the profile of the buyer – maybe slightly more conservative, who would probably buy [with] cash rather than borrow, he says. If you've got a well-priced sailing yacht of good pedigree, in good condition, you're better placed than just about anybody to achieve the sale – unless you've got a 60-70 metre recently built motor yacht, which you're prepared to let go at a price buyers are willing to pay today.'

#### Price updates

All the brokers we spoke to agreed that across the world, far above type or size, the most important factor in sales was value. Sanford describes buyers as 'value driven', Grzeszczak says they are 'deal orientated'.

'There was a massive spike in the spring with the number of price reductions,' says Maclaurin. 'Some of them have been into millions – our central agency *Reverie* was reduced by \$10 million in one go. It's only now that brokers have been able to provide some solid stats, where we've been able to turn round to an owner and say, "This is what's been happening over the last two-plus years, so we're not making it up; this really is fact."

He believes that the spike occurred in May because brokers advised clients that 'it looks like we're not going to sell this year. If we're going to do something about it, now is the time'.

Velema has found the difference between original sales prices and actual selling prices – 'you don't know that, but I do' – are very revealing about the new pricing landscape. 'Boats are sold for just under 25 per cent less than the last asking price, or 36 per cent less than the original asking price. It was about 45 per cent lower than the original asking price last year. My conclusion is that now when people put a boat on the market, they price it a little bit lower at the beginning.'

#### New orders

There were 48 new orders in the first half of 2012 – the same figure as in the first half of 2011. At 16, 40-50 metres has been the most popular bracket and there have been eight new orders of 70 metres or more this year (including a 147 metre) – there were 10 70 metre-plus orders in the whole of 2011.

'Even when the market was good if someone wanted 75, 80 metre-plus, the number you had to choose from was really quite small,' says Maclaurin. They seem to build their

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own and they seem to keep them for a very long time.'

Grzeszczak has found US yards quiet this year and only six new orders are with US builders. 'With the euro coming down from where it was, to build in the US now is going to be less attractive for Europeans,' he says, adding, 'It's going to be more attractive for Americans to go to the European market and buy.

This is likely to exaggerate an existing trend – Americans are more likely to buy European than vice versa, largely because classic styling popular in the US doesn't sit well with Europeans. But Sanford believes this is changing: 'The American market follows the European and is coming around towards the modern look. You'll see a lot more boats now that are a bit more modern in style from an interior perspective. It makes it more interesting

if, in an attempt to open that market, builders are trying to appeal to that.'

Grzeszczak agrees: 'We've got younger blood coming into the industry and a lot of very young billionaires have come along who seem to like the minimalistic European look.'

As soon as we can find two lawyers or tax experts to agree on an interpretation of the law, we'll publish advice'

#### New markets

Brazil's economy is still 'booming' in Grzeszczak's words, and sales continue. He

believes that China 'is not there yet and it's going to take a few years to happen', although there is some activity in the 50 plus market now. From the 50 metre boat I sold there last year, I found that they don't grasp ordinary expenditures needed to maintain a yacht.'

Velema agrees that the vast cultural differences are a stumbling block. A Brazilian client understands the concept of Saint-Tropez much more quickly than the average guy from Beijing, he says, 'They want corporate entertainment.' But he adds: I was always sceptical about China, but I'm slowly changing my mind. We are now developing quite a good network there.'

#### Charter

While charter was not all-guns-blazing we are fortunately experiencing a last minute rush, which has come even later than in previous years,' says Maclaurin, who is also president of the Mediterranean Yacht Brokers Association (MYBA). He points again to uncertainty, this time caused by tax issues. 'A large part of summer charter happens in Italian waters and our Italian friends scared the living daylights out of people with the berthing tax, which fortunately they made much lower and more local,' he says. But there are also ongoing tax problems for charter. 'VAT on charter hire. It's not that some tax is due on charter hire, it's that the interpretation of the law is so unclear as to what rate applies and the confusion and the bureaucracy of being able to pay the tax. Everyone's been screaming out for MYBA to offer some advice, and the answer is "Look, as soon as we can find two lawyers or tax experts to agree on an interpretation of the law, we'll publish some advice." It's that bad.'

Velema has found that while charter seems positive, owners may be feeling less benefit. The number of charters booked is good. But with every boat delivered now there's another boat on the charter market. So the charter fleet is still growing, while the charter market is at the level of 2007. If you ask a yacht owner how charter's doing, he will complain. He doesn't get the number of weeks sold that he could in good years.'

Sanford notes that in general the sales market is similarly over-stuffed. The one scary thing is that we probably have seven to eight years of inventory in certain segments of the market now and there are more boats being listed than are being sold on average in recent months.

But Sanford also notes that conversely, 'Since so many sellers are not desperate to sell, that is a sign of strength for the market in itself.' And given the economic and political headwinds the market is facing this year, she is showing resilience. It looks like there's life in the old girl yet.

### **BOAT OF THE MONTH**





Fraser Yachts

Josh Gulbranson / Stuart Larsen tel: +1 954 463 0600

email: josh.gulbranson@fraseryachts.com / stuart.larsen@fraseryachts.com/ web: fraseryachts.com

### Laurel

#### Voluminous 73m Delta Marine is listed

Josh Gulbranson and Stuart Larsen at **Fraser Yachts** in Fort Lauderdale are offering the jointly listed 73.15 metre motor yacht *Laurel* for sale.

Built by Delta Marine in 2006 with a steel hull and composite superstructure, *Laurel* has generous accommodation for 17 guests in a master suite with private deck and balconies, four double suites and a twin cabin.

Another feature is a warm and inviting interior with library and observation lounges and there's an abundance of outdoor seating arrangements on the main and upper decks.

A lift operates between lower deck guest accommodation, main deck, bridge deck and sundeck.

On display at the Monaco Yacht Show, *Laurel* is asking \$79.5 million.

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### **NEW TO THE MARKET**

### JUNE IN NUMBERS

Total new on the market

69
metres
Largest motor
yacht
[Tua Moana]

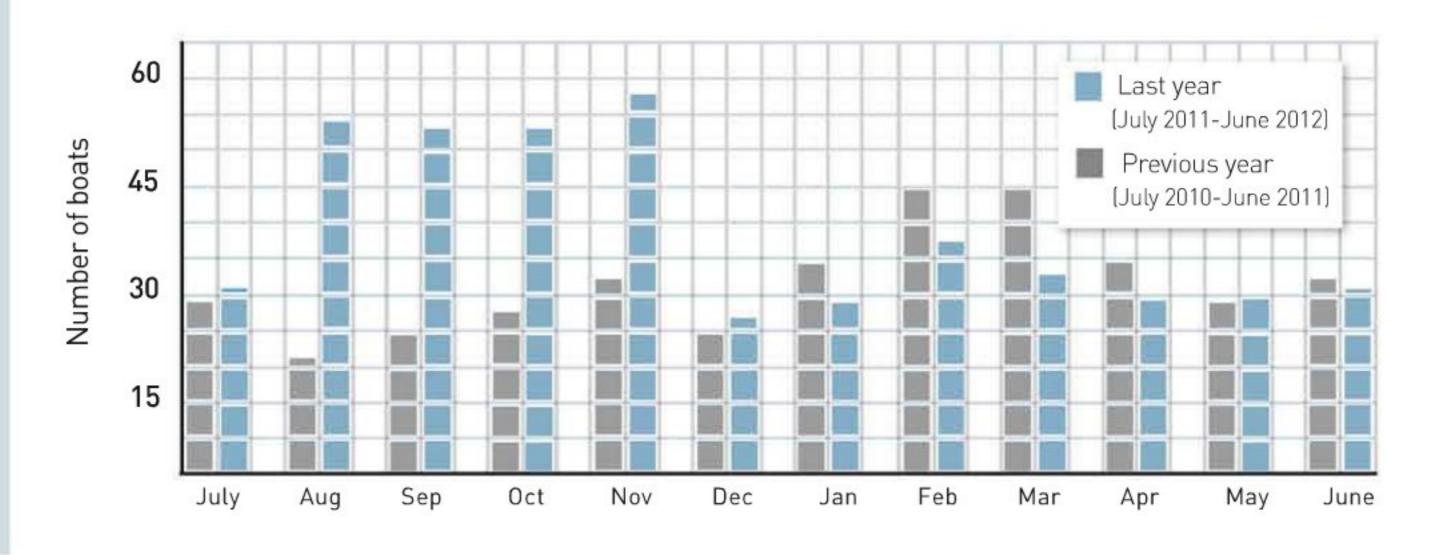
metres
Largest sailing
yacht
[Queen of Andaman]

\$50m Most expensive (Turmoil)

NAME	<b>ASKING PRICE</b>	YARD	TYPE	LOA (M)	BROKER
60m+					
Tu Moana	€8.5m	Austal	M	69	YPI/Burgess
Turmoil	\$50m	Royal Denship	М	63.7	Camper & Nicholsons
41-50m					
Mary Jean	\$11.9m	Campanella	М	49.82	Camper & Nicholsons
Zaliv III	€24m	Mondomarine	М	49.36	Merle Wood & Associates
Nassima	€29.5m	Acico	M	49	bluewater
Bri	\$7.75m	Christensen	M	43	Yachtzoo
Queen of Andaman	€4.875m	Neta	S	41	De Valk
Indiana	€8.95m	Bilgin	М	40	SuperYachtsMonaco
30-40m					
Betty	\$7.9m	Royal Denship	М	38.61	Fraser Yachts
Nordic Star	€3.2m	CRN	М	37	K&K Superyachts
Mambo	\$6.8m	Ferretti	М	34.1	IYC
La Reina del Mar	€3.7m	Hakvoort	М	31.35	Ocean Independence

### **INSIGHT**

New yachts on the market by month (From June 2010 to May 2012)



### Spotlight New to the market



The largest yacht to come on the market was the 69m mini-cruise ship *Tu Moana*, built by Australia's Austal yard and now listed for sale by **Yachting Partners** and **Burgess** asking €8.5 million.



The largest sailing yacht to come up for sale was the 41m Queen of Andaman, built by Neta Yachts in Turkey and offered for sale by De Valk at €4.875 million.



Currently being completed at Holland's Acico Yachts, the 49m motor yacht *Nassima* is the newest yacht on the market and is being offered for sale by Jimmy Broddesson at **bluewater** asking €29.5 million.



Built for a very experienced owner by Royal Denship, the 63.7m expedition yacht *Turmoil* attracted a great deal of press attention at her launch and is now for sale with **Fraser Yachts** asking \$50 million.

**Turmoil** 



A finalist in the 2012 World
Superyacht Awards and
ShowBoats International Design
Awards, the 49.36m motor
yacht Zaliv III was delivered by
Mondomarine in 2011 and is now
on the market with Merle Wood &
Associates at €24 million.

For the latest updates go to www.boatinternational.com/stats



## DIMMIDISI' Mangusta 80' This Mangusta 80' is a magnificent motor yacht built in 2003 by Ove

This Mangusta 80' is a magnificent motor yacht built in 2003 by Overmarine. Besides her sporty profile and 40 knots cruising speed, her generous spaces can comfortably accommodate up to 7 guests in 3 cabins. The technology, comfort and cruising performance make her unique in her range.

900 engine hours since new, always used as private vessel she is in perfect conditions and ready to cruise with her new enthusiast owner.

11111

2003 – Overmarine – 78'/23.79mt – Accommodation for 7 in 3 cabins plus crew - 2 x 2000 Hp / Asking price € 1,000,000

### MARGHERITA CASTAGNOLA 33mt

Built in 2009 by Cantieri Navali Tigullio with steel hull and aluminium superstructure, brand new displacement motor yacht (only 130 engine hours), underway and zero-speed stabilizers, R.I.NA Charter Class are only some of the key features which make MARGHERITA one of the best value-for-money yachts on the market.

2009 - Cantieri Navali Tigullio - 108'/33mt - Accommodation for 10 in 5 cabins plus crew - 2 x MAN 1100 Hp / Asking price € 5,100,000



### **YACHT SALES OVER 24M**

### **JUNE IN NUMBERS**

Number of sales

€210 million

Total asking price

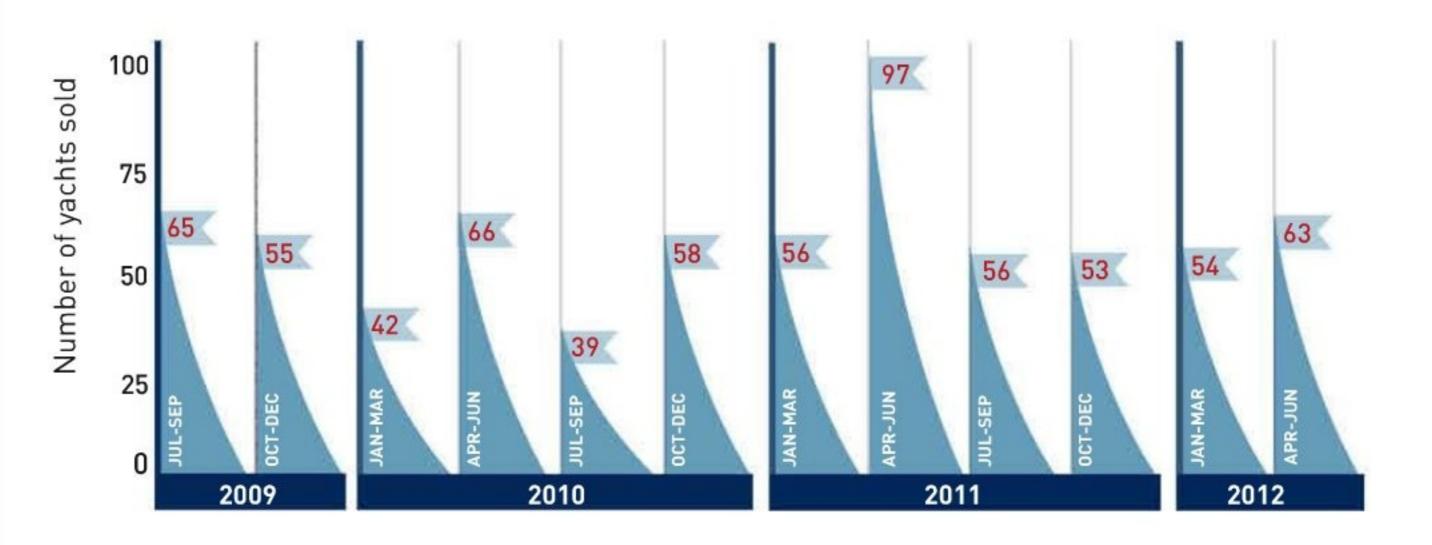
635.32 metres Total length

€15 million Average asking price

NAME	<b>ASKING PRICE</b>	YARD	TYPE	LOA (M)	<b>BUYER'S BROKER</b>	SELLER'S BROKER
100m+						
Blohm + Voss 104	€2m	Blohm + Voss	M	104	Vripack	Vripack
70m+						
Numptia	N/A	Rossi Navi	M	70	Burgess	Burgess
41-50m						
Bella Bri	\$21.5m	Northern Marine	M	46	RJC Yachts	Yachtzoo
Waterlily	€14.95m	Royal Denship	М	43.4	SuperYachtsMonaco	Burgess
Namaste	\$18.25m	Westport	М	40	Galati	Westport Yacht Sales
30-40m						
Parlay	\$5.9m	Ortona Navi	S	38.4	Northrop & Johnson	Northrop & Johnson
Sea Bird	\$3.95m	Westport	М	34.1	Stotler	Fraser Yachts
Marbella	\$2.395m	Monte Fino	M	33	Ardell	Allied Marine
Quasart	\$695,000	N/A	S	32.9	Killian Yacht & Ship	Killian Yacht & Ship
Yosh II	€5.95m	Benetti Sail	S	31.5	dahm	dahm
Sailing T	€2.35m	Jongert	S	30	Ocean Independence	Ocean Independence

### **INSIGHT**

Sales by length, year on year (last 12 months)



### Spotlight Sales over 24m



The largest sailing yacht sold in the month was the 38.4m Parlay, built by Ortona Navi and sold by Michael Nethersole at Northrop & Johnson with an asking price of \$5.9 million.



A winner at the 2012 World Superyacht Awards, the 70m motor yacht Numptia was sold by Burgess only a few months after she came on the market. The asking price was not disclosed.



Bella Bri, a 46m motor yacht built by Northern Marine and the most significant sale in the US, was sold by Yachtzoo and RJC Yachts, asking \$21.5 million.



Blohm + Voss 104 More of a cruise liner than a superyacht, the 104m motor yacht built by Blohm + Voss was finally sold at auction by Vripack. It will be a conversion project.



The cheapest yacht sold was the 32.9m wooden sailing yacht Quasart, sold by Killian Yacht & Ship and asking just \$695,000.

For the latest updates go to www.boatinternational.com/stats



## YACHT MANAGEMENT NEW CONSTRUCTION CHARTER

## BEL ABRI FOR SALE











SHIPYARD Amels . LENGTH 52m . YEAR 2010 . SPEED 15 knots . CABINES 5 . GUESTS 11 . CREW 13



## İMPERIAL

### PRICE UPDATES

### **JUNE IN NUMBERS**

Number of price updates

per cent

Largest percentage reduction (Gazelle)

per cent Average price

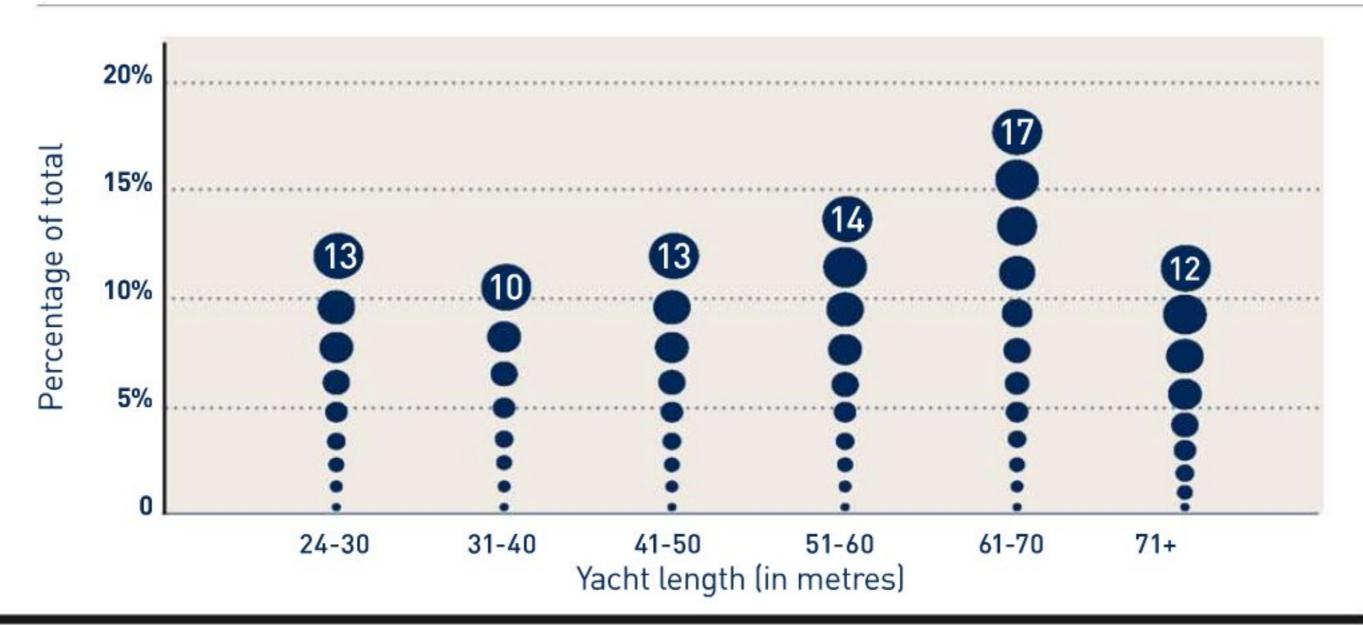
reduction

Largest reduction (Rasselas)

ISTINGS HIG	HLIGHTS	For	For the complete listings go to www.boatinternational.com/state					
NAME LOA (M) REDUCTION		NEW PRICE	YARD	TYPE	BROKER			
61m+								
Rasselas	62	\$10m	\$57.5m	Feadship	M	Burgess		
51-60m								
Islander	58.5	\$3.15m	\$12.85m	AYB	М	Worth Avenue		
Sunrise	52.8	\$4.75m	\$24.75m	Oceanco	М	Burgess		
T J Esperanza	50	\$3.6m	\$24.9m	Amels	М	Camper & Nicholsons		
41-50m								
Streamline	49.3	€1m	€15.9m	Mondomarine	М	International Yacht Collection		
Slojo	47.5	\$5.5m	\$27.5m	Delta Marine	М	Fraser Yachts		
Aero Toy Store	44.8	\$1m	\$6.999m	Sterling	М	Reel Deel		
MaRo	44	€1.5m	€4.5m	m Picchiotti		Edmiston		
Makira	43	€1.1m	€10.9m	Italyachts	М	Yachting Partners		
30-40m								
Ariela	39.6	€1m	€7.9m	CRN	М	Camper & Nicholsons		
Krisujen	38.4	\$1.15m	\$4.75m	Feadship	М	Fraser Yachts		
Miami Blues	34.8	€1.1m	€4.5m	Euroship	М	Moran Yacht & Ship		
Perle Bleue	38	\$1m	\$13.9m	Hakvoort	М	Denison & Daves		

### INSIGHT

Price updates by length (last 12 months)



### Spotlight Price updates

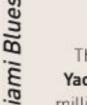


Mi Sueño

#### REDUCED BY \$4m NOW \$44.9m

Mi Sueno, the 57.9m Trinity motor yacht, has had two recent price drops, each \$2 million, to bring her price down to \$44.9 million. She is listed for sale with Mark Elliott and Kevin Bonnie at International Yacht Collection.





NOW €4.5m The Russian office of Moran

Yacht & Ship has seen a €1.1 million reduction on the 34.8m motor yacht Miami Blues. Built by Euroship in 1991 and refitted in 2007, she accommodates 12 guests in six suites.

REDUCED BY €1.1m



**REDUCED BY \$10m** NOW \$57.5m

Feadship's 62m Rasselas had by far the largest price cut in the month, coming down by \$10 million to \$57.5 million, and is listed for sale by Burgess.



### REDUCED BY \$1m NOW \$13.9m

A further \$1 million price cut on Hakvoort's 38m Perle Bleue has seen her price drop by a total of \$3 million in the past six months

at Denison & Daves.



#### Islander REDUCED BY \$3.15m NOW \$12.85m

Built as a motor sailer by Australian Yacht Builders, the 58.5m Islander had her masts and keel removed in 2009 to turn her into a motor yacht. Her price has just been dropped to \$12.85 million at Worth Avenue Yachts.

For the latest updates go to www.boatinternational.com/stats



### YACHT MANAGEMENT NEW CONSTRUCTION SALE & PURCHASE

### ARKLEY 430 000 EUR

LENGTH 60m SHIPYARD Lürssen YEAR 2009 SPEED 16 knots CABINS 6 GUESTS 12 CREW 15

Central agent



MY BEL ABRI (AMELS 171) AT MYS, BERTH E05 - 19-22 SEPTEMBER 2012

### BEL ABRI 275 000 EUR

LENGTH 52m SHIPYARD Amels YEAR 2010 SPEED 15 knots CABINS 5 GUESTS 11 CREW 13

Central agent



### RÊVE D'OR 180 000 EUR

LENGTH 46m SHIPYARD Sanlorenzo YEAR 2011 SPEED 17 knots CABINS 6 GUESTS 12 CREW 9

Central agent



### MANIFIQ 145 000 EUR

LENGTH 41m SHIPYARD Mondo Marine YEAR 2010 SPEED 17 knots CABINS 5 GUESTS 11 CREW 7

Central agent





## İMPERIAL

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### Quinta Essentia

55M | 2011

Launched by Heesen, Quinta Essentia has sleek exterior lines by Frank Laupman of Omega Architects. The radical 'eye' concept in the master suite includes not only full-height windows but also technically challenging glass balconies to create panoramic views. Accommodation is for 12 guests in six suites. Broker: Nakhimov Yachts



### **AB 166**

49.9M | 2013

A brand new design from AB Yachts, the AB 166 will be ready 24 months after contract signing. Volume is plentiful with five en suite guest cabins, including a master cabin featuring two balconies and exclusive access to the secluded owner's pool area at the front of the yacht. Broker: Yachting Partners International



### 0nyx

38.5M | 2009

Built by Sanlorenzo, Onyx is one of the innovative series of aluminium superyachts in the Alloy 40 range. A radical feature is four folding platforms that create lateral terraces on the main deck: two in the living area and two in the owner's cabin, lowering large bulkheads on the sides and bringing the outside into the boat. Broker: **Ocean Independence** 



### Ocean Emerald

41M | 2009

Ocean Emerald has a striking design by the famed Norman Foster. She sleeps 12 guests in six cabins and her master suite boasts his-and-hers private balconies. Floor-to-ceiling windows in most rooms and open exterior sea terraces are strong features. Brokers: Floating Life and Edmiston & Company

### Spotlight Seriously for sale



#### €3,950,000 During 2010 and 2011 the

Anna J

36.58m Anna J had an interior rebuild and mechanical overhaul. She sleeps nine quests in four elegant cabins and her refit included adding zero-speed stabilisers. She is listed for sale at International Yacht Collection



#### \$9,990,000 Built by Cheoy Lee in 2003 with

naval architecture by Mulder Design, the 38m Namoh has an outdoor spa pool, alfresco dining options, and generous interior accommodation for up to 10 guests in five cabins. The broker is Worth Avenue Yachts



#### \$8,495,000 Cinque Star has an abundance

of exterior space for entertaining and sleeps up to 12 quests in five suites. She has had no fewer that six price cuts in the past eight months and is listed for sale by Worth Avenue Yachts.



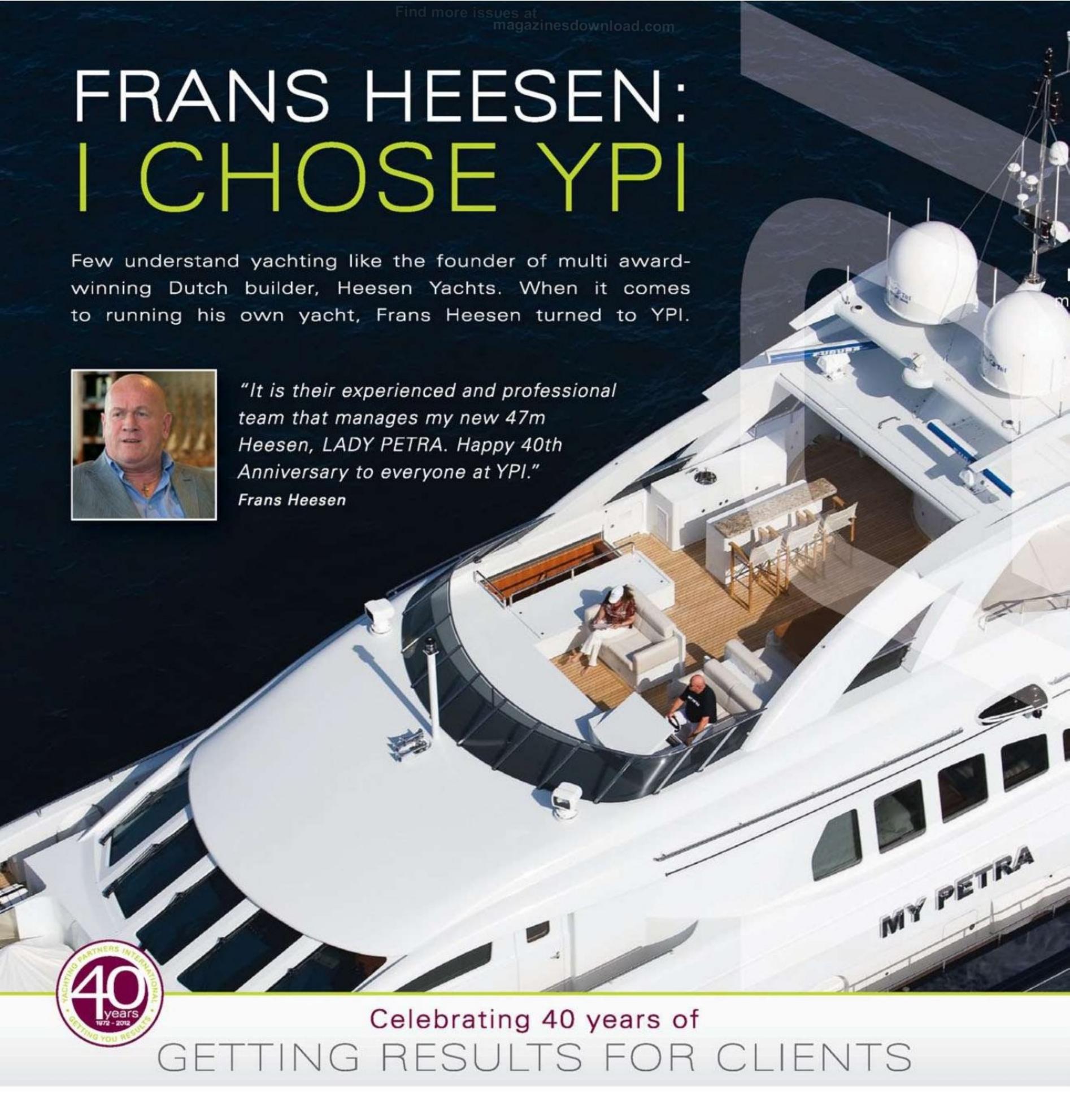
### €3,000,000

Only Now Only Now was built by CNB in 2002 and features three guest cabins and two crew cabins. She has a modern interior with wengé floors and white seating and is a powerful yet easy-tohandle sailing yacht. The broker is Northrop & Johnson.



#### \$29,975,000

Allegria, built by Hakvoort in 2004 to a design by Vripack, is Lloyd's classed and MCA compliant. Accommodating up to 11 guests in five suites, she is offered for sale by Moran Yacht & Ship.



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47.5m/156', Feadship, 1999, Asking price: €19,500,000 VAT paid

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54.3m/178', Alloy Yachts, 2004, Asking price: €21,800,000

MARK HILPERN ☎ +44 (0)20 7009 1950 ☒ mhilpern@camperandnicholsons.com

MATTHEW FISHER ☎ +33 (0)4 92 912 912 ☒ mfisher@camperandnicholsons.com



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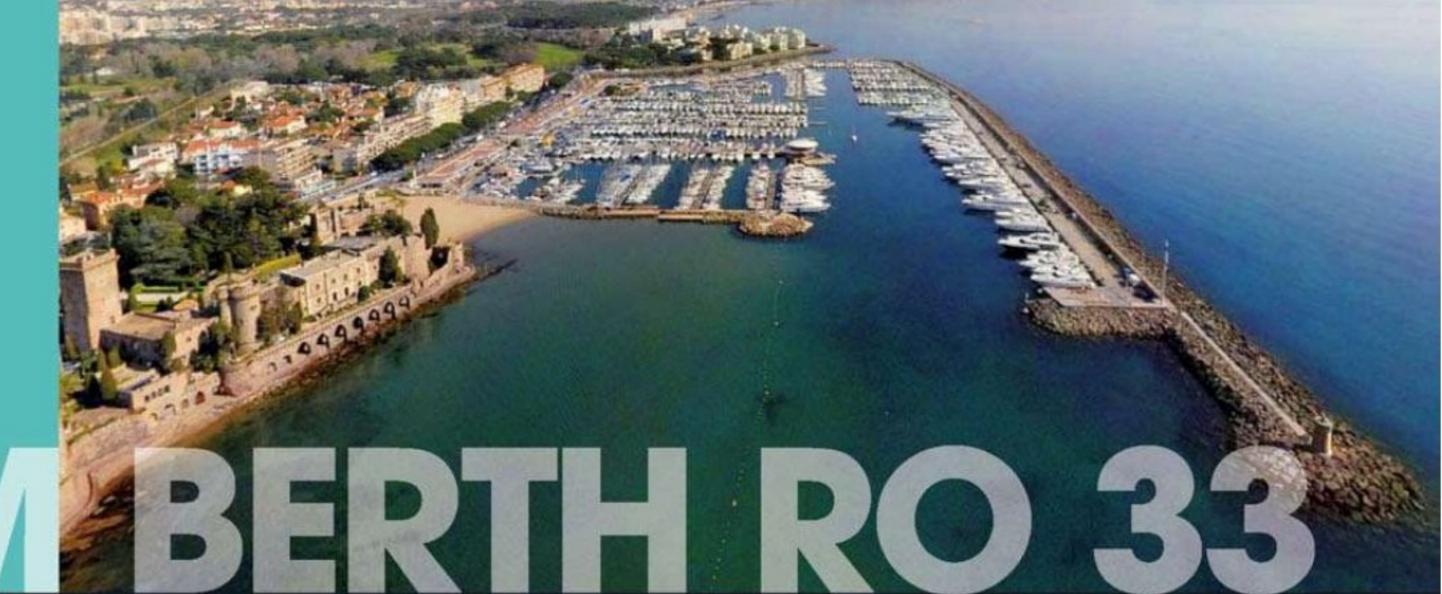
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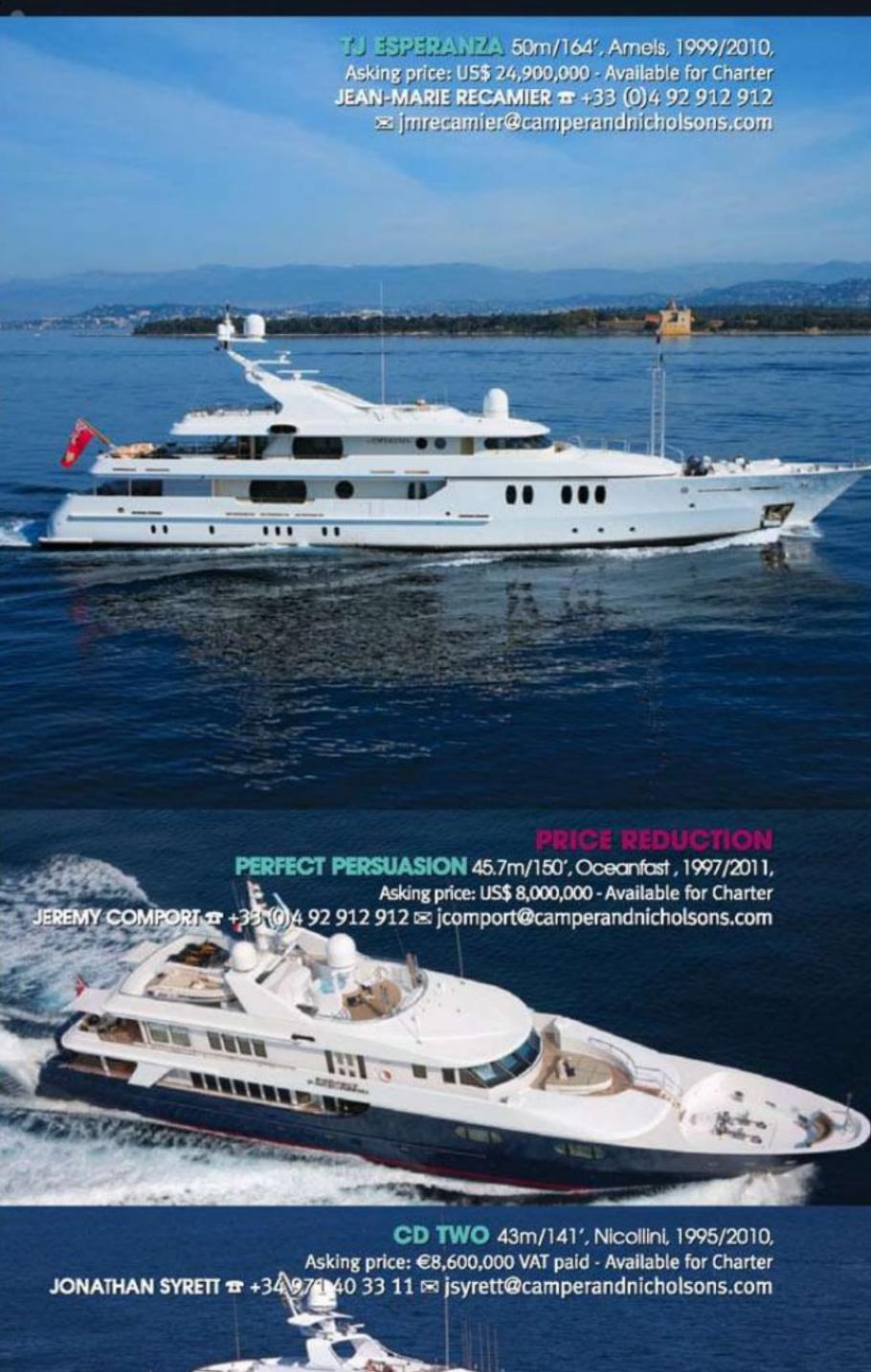
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42m/137'9, Baglletto, 2009, Asking price: €6,500,000 - Available for Charter RYTIS BABRAVICIUS 12 +877 97 97 77 00 Ex rbabravicius@camperandnicholsons.com



LADY BELMOR 39.6m/129'1, CRN, 2009, Asking price: €9,995,000



THE SNAPPER 37m/121'4, Sunseeker, 2007, Asking price: £6,700,000 - Available for Charter GASTON LEES-BUCKLEY # +33 (0)4-92 912 912 Segleesbuckley@camperandnicholsons.com



MISTRAL 55 35.4m/116, Pershing, 2005/2011, Asking price: €7,650,000 



**FAMILY DAY** 41m/134'6, Codecasa, 2007, Asking price: €9,975,000 RICHARD HIGGINS # +33 (0)4 92 912 912 m rhiggins@camperandnicholsons.com TIM LANGMEAD # +44 (0)20 7009 1950 Itangmead@camperandnicholsons.com



ARIELA 39,6m/129'11, CRN, 2004, Asking price: €7,900,000 CHARLES EHRARDT = +33 (0)4 92 912 915 

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ANDIAMO 36.6m/120', Benettl, 2007, Asking price: €8,800,000\* FERNANDO NICHOLSON # +1 305 604 9191 

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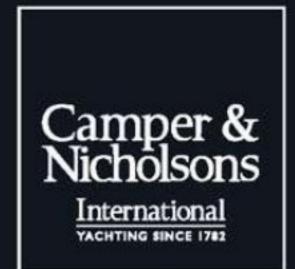


35.36m/116', Hatteras, 1997/2011, Asking price: US\$ 4,800,000 MICHAEL RAFFERTY +1 561 655 2121 mrafferty@camperandnicholsons.com



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OSPREY 34.8m/114'2, Hugh McLean & Sons, 1953/2010, Asking price: €1,900,000 MICHAEL PAYNE 

+377 97 97 77 00 

mpayne@camperandnicholsons.com

CASSIOPEIA 32m/1041, Holland Jashibouw, 2004, Asking price: €4,500,000 ARNE PLOCH =: +34 971 40 33 11 \text{ aplach@caimperandhicholsons.com

LUNA 31.2m/105', Cantlerl Navall Lavagna (CNI), 2004, Asking price: €3,950,000 SIMON GOLDSWORTHY 

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sgoldsworthy@camperandnicholsons.com

### PRICE REDUCTION

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YASSON 31.8m/104'3, Canados, 2006, Asking price: €4,250,000 VAT paid TIM LANGMEAD 
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EVELYN 31.1m/102', Maiora, 2001, Asking price: US\$ 2,950,000 SCOTT GOLDSWORTHY # +1 954 524 4250 Scottgoldsworthy@camperandnicholsons.com



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CASCASS 25.8m/84'5, Italiversii 1998, Asking price: €595,000 CHARLES EHRARDT = +33 (0)4 92 912 915



MESHUGGENEH 22.7m/74, Fairline, 2007, Asking price: US\$ 2,250,000



OFFICE 25.9m/85, Princess, 2011, Asking pricer \$3,950,000 DAVID SEAL # +377 97 97 77 00 a dseal@camperandnicholsons.com



ENVERTED 43.3m/142', Perini Novi, 1989, Asking price: €6,950,000 JEREMY COMPORT ± +33 (0)4 92 912 912 ₪ jcomport@camperandnicholsons.com



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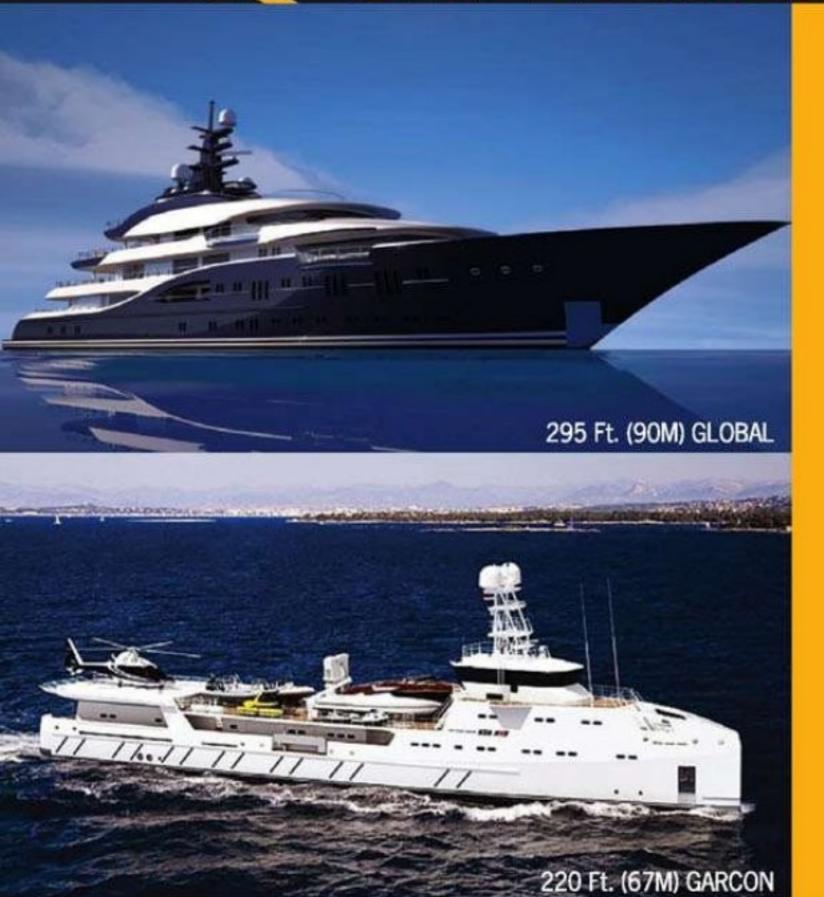
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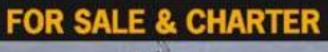




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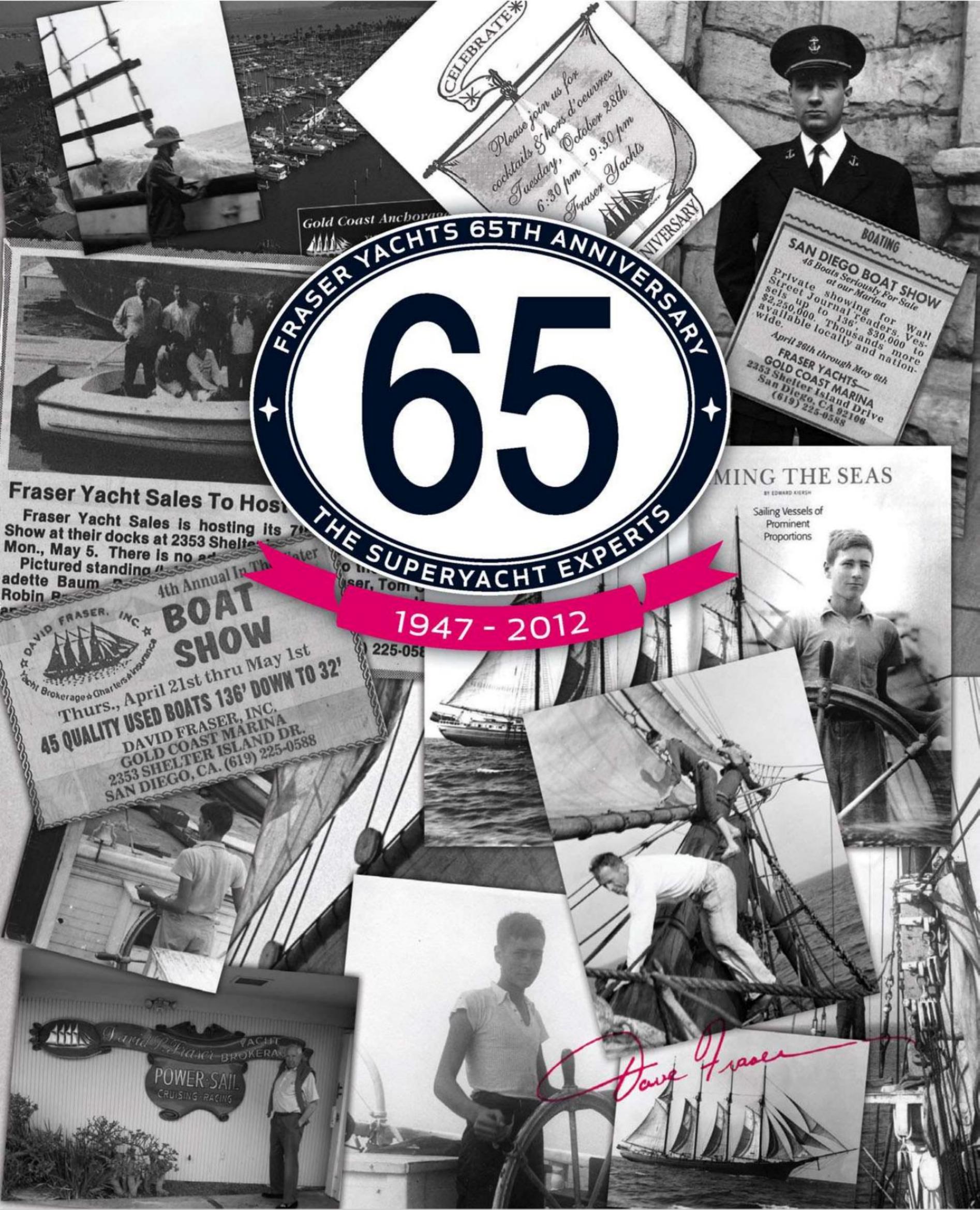


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#### PINK SHRIMP

#### 32m (105') | Jemison Marine | 2000/2007 | POA

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ZEEPAARD | 37m (122') | JFA France | 2003/2010 | 12,000,000 EUR Magnificent world cruiser. Owner has just finished his three year around the world cruise and is moving up. Spectacularly maintained, upgraded and ready to go! Very

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BLUESETTE | 29m (95') | Hakvoort | 1997 | 2,750,000 EUR This timeless Beeldsnijder design, build by the unrivaled Hakvoort Shipyard in Holland is a gentleman's yacht ideal to cruise with small crew. Full displacement and economical in fuel. VAT paid and ready for the season.

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#### BETTY | 38m (126') | Royal Denship | 2001/2008 | 7,900,000 USD

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#### TURQUOISE | 55m (181') | Proteksan | 2011

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#### EVIL ZANA | 39m (130') | Sunseeker | 2009 | 11,900,000 EUR

Predator 130 delivered in 2010, with superb customized clear Oak paneling, double balconies in saloon and balcony in the Owner's stateroom. EVIL ZANA benefits from state of the art optional equipment including BGO entertainment, stabilization at

anchor, custom sound insulation, 3rd night generator... She is realistically priced to be sold.

Antoine Larricq | Monaco + 33 678 63 61 72 | antoine.larricq@fraseryachts.com



#### SATORI | 49m (163') | Heesen | 2011

Winner of 6 yachting awards! Built to the highest standards by Heesen Shipyard.

The quality of the finish and immaculate styling, place SATORI firmly in the restricted club of timeless, legendary yachts. SATORI provides the feeling of ENLIGHTENMENT

on the water at any time of day or night, and is a pleasure to the senses. At 24 knots, she is one of the fastest 50m vessels available with proven transatlantic range.

Antoine Larricq | Monaco + 33 678 63 61 72 | antoine.larricq@fraseryachts.com







#### PARAFFIN | 60m (197') | Feadship | 2001/2010 | POA

Paraffin is a luxurious six stateroom yacht featuring a highly refined interior of the highest quality, along with an armada of toys and zero speed stabilizers, an exceptional wine cellar and a large gym with 360 degree view.



SOUTH | 53m (174') | Rossinavi | 2008 | 24,800,000 EUR

Custom built motor yacht, high spec plus RINA Class. Huge deck spaces and reception areas, gym, Jacuzzi, meeting/video room, lift, Zero Speed Stabilisers, CAT machinery. Richard Earp | Monaco +377 93 100 450 | richard.earp@fraseryachts.com



TUSCAN SUN | 44m (147') | Izar | 2006 | 29,500,000 USD

Stunning, stylish, great volume, comfortable, designed by Reymond Langton and Luis de Basto. MCA compliant. Perfect yacht for world cruiser or successful charter. Jan Jaap Minnema | Monaco +377 93 100 450 | janjaap.minnema@fraseryachts.com

Dennis Frederiksen | Monaco + 377 93 100 450 | dennis.frederiksen@fraseryachts.com



CRYSTAL II | 36m (117') | Custom Built | 2005/2009 | 5,900,000 USD

See to appreciate, Handcrafted interior, long range yacht fisherman. Trades considered.

James Nason | San Diego + 1 619 225 0588 | james.nason@fraseryachts.com

Patrick McConnell | San Diego + 1 619 225 0588 | patrick.mcconnell@fraseryachts.com



BLUE ICE | 45m (150') | Palmer Johnson | 2009 | 24,900,000 USD

Style, performance, and luxury abound in BLUE ICE. 5 SR, 10-12 guests, zeros speeds, interior by Nuvolari-Lenard, 22kt cruise. Lloyds/MCA classed. Lying Old Port, Cannes. Jeff Partin | Ft. Lauderdale + 1 954 463 0600 | jeff.partin@fraseryachts.com

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DOUBLE SHOT | 36m (119') | Tecnomar | 2011 | 8,200,000 EUR

Amazing contemporary art deco interior featuring five guest cabins. Top speed of 31 knots.

Amazing outdoor spaces on both fore and aft deck make her the ultimate sport cruiser.

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



CRESCENT 144 | 44m (144') | Crescent Custom Yachts | 2013 | POA

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approximately 70% complete at a substantial discount to replacement value.

Neal Esterly | San Diego +1 619 225 0588 | neal.esterly@fraseryachts.com



LAKE DAIMON | 35m (118') | Tecnomar | 2009 | 5,900,000 EUR

Ideal for cruising with guests. Powered by 2 MTU 2900HP, cruises at 30 knots.

Alain Tanguy | Monaco +377 93 100 450 | alain.tanguy@fraseryachts.com

David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



KAI | 36m (120') | Benetti | 2008/2012 | 13,400,000 USD

Highly spec'd and customized with modern interior and exteriors, zero speed stabilizers,

Crestron/Sonus AV package, Lutron lighting and more. Excellent charter record. ABS/MCA.

Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com



PARAISO | 33m (108') | Alloy | 2004/2009 | 8,995,000 USD
Superb Fontaine design, Full beam owner's cabin, high volume interior, maintained to highest standard. Lloyds/MCA classed. Lying Newport, RI.

Jeff Partin | Ft. Lauderdale +1 954 463 0600 | jeff.partin@fraseryachts.com



CANICA | 43m (140') | Baltic Yachts | 2003 | 11,750,000 EUR

NEW LISTING! Spectacular 141'/42m sailing yacht designed by Judel / Vrolijk & Jon Mumford interior. Light and very fast. Lifting keel, DNV Class and superb condition. W. Med.

Georges Bourgoignie | Ft. Lauderdale + 1 1 305 491 2211 | georges.bourgoignie@fraseryachts.com



MYSTERY | 34m (112') | Nautor Swan | 2000/2008 | 6,400,000 EUR

German Frers designed performance cruiser. Exceptionally strong and well designed with top level systems and maintenance. Major refit in 2008.

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#### PROTEKSAN-TURQUOISE 75M | 75m (246') | Proteksan | 2014

Beautiful Andrew Winch design well into construction with several layout and styling options still possible. Present design includes an owner's private deck, six staterooms on the main deck and a stunning spa area. With a GT of just under 2,000

tons her design includes a helicopter landing facility and large tender garages. At €57.5m she is the most attractively priced yacht of this size on the market today. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



#### LIVIA | 30m (98') | Moonen | 2009 | 8,250,000 EUR

Immaculately maintained, with low hours and only private use, she is as good as new.

Julian Calder | London + 44 207 016 4480 | julian.calder@fraseryachts.com

Nabil El Jammal | London + 44 207 016 4480 | Nabil.ElJammal@fraseryachts.com



#### FUSION | 37m (121') | Peri Yachts | 2012 | 9,950,000 EUR

Brand spanking new, incredible attention to detail, huge volume (280 GT) and deck spaces, FUSION was specially designed for the Owner of the shipyard. Unique!

David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



#### PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | POA

Designed with elegance and comfort, Princess Sarah is in pristine condition. Features 6 Staterooms with on deck master and a very gracious salon. Scott French | Fort Lauderdale + 1 954 463 0600 | scott.french@fraseryachts.com



#### PAPRIKA | 30m (101') | Azimut | 2008 | POA

Fantastic yacht with great specification including zero stabilizers and a refreshingly modern interior. Top condition, turn-key and seriously for sale. Ready dor inmediate delivery. Giulio Riggio | Palma +34 971 700 445 | giulio.riggio@fraseryachts.com

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KEREON | 27m (88') | AB Yachts | 2005 | 2,350,000 EUR

A spectacular high performance Kevlar sports jet boat. CATs 2 x 1825hp, 300 hours, speeds of 53 knots, cruising 43 knots, consumption ony 600l/h. A very stylish interior. Harry Peralta | Palma +34 971 700 445 | harry.peralta@fraseryachts.com



CAMELEON B | 42m (139') | Proteksan | 2002 | 8,900,000 EUR

Six guest cabins including Owner's stateroom on deck, 20 knots cruise, long range.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com

Vassilis Fotilas | Monaco + 377 93 100 450 | vassilis.fotilas@fraseryachts.com



MALANDRINO | 25m (84') | Benetti | 2009 | 3,350,000 EUR

Benetti 85', perfectly maintained by the only Owner, built 2009, zero speed, registered below 24 meters.

Oscar Romano | Viareggio +39 334 688 4998 | oscar.romano@fraseryachts.com



SEA BOWLD | 53m (174') | Oceanfast | 2004 | 13,950,000 USD

26 knots with a 3400nm range at 12 knots. Owner's stateroom on bridge deck; four guest suites and superb outside deck spaces. Yachting's equivalent to AMG. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



MEDUSE | 60m (199') | Feadship | 1996/2011

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CARPE DIEM II 150' (46M) Trinity 2002/2011. 5 Staterooms C.A. Frank Grzeszczak 954.494.7096



PENNY MAE 138' (42M) Richmond 2004/2009. 6 Staterooms C.A. Mark Elliott 305.794.1167



MAO 129' (40M) Mangusta 2009. 4 Staterooms C.A. Kevin Bonnie +33.616.39.1959



MAMBO 112' (34M) Ferretti 2004. 4 Staterooms
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DISCOVERY 100' (30M) Romsdal 1962/2000. 3 Staterooms C.A. Ron Morgenstein 954.309.9740



STARGAZER 180' (55M) Ziegler 1964/2006. 7 Staterooms J.C.A. Mark Elliott 305.794.1167



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TUSCAN SUN 147' (45M) Izar 2006. 6 Staterooms J.C.A. Frank Grzeszczak 954.494.7096 or J.C.A. Mark Elliott 305.794.1167



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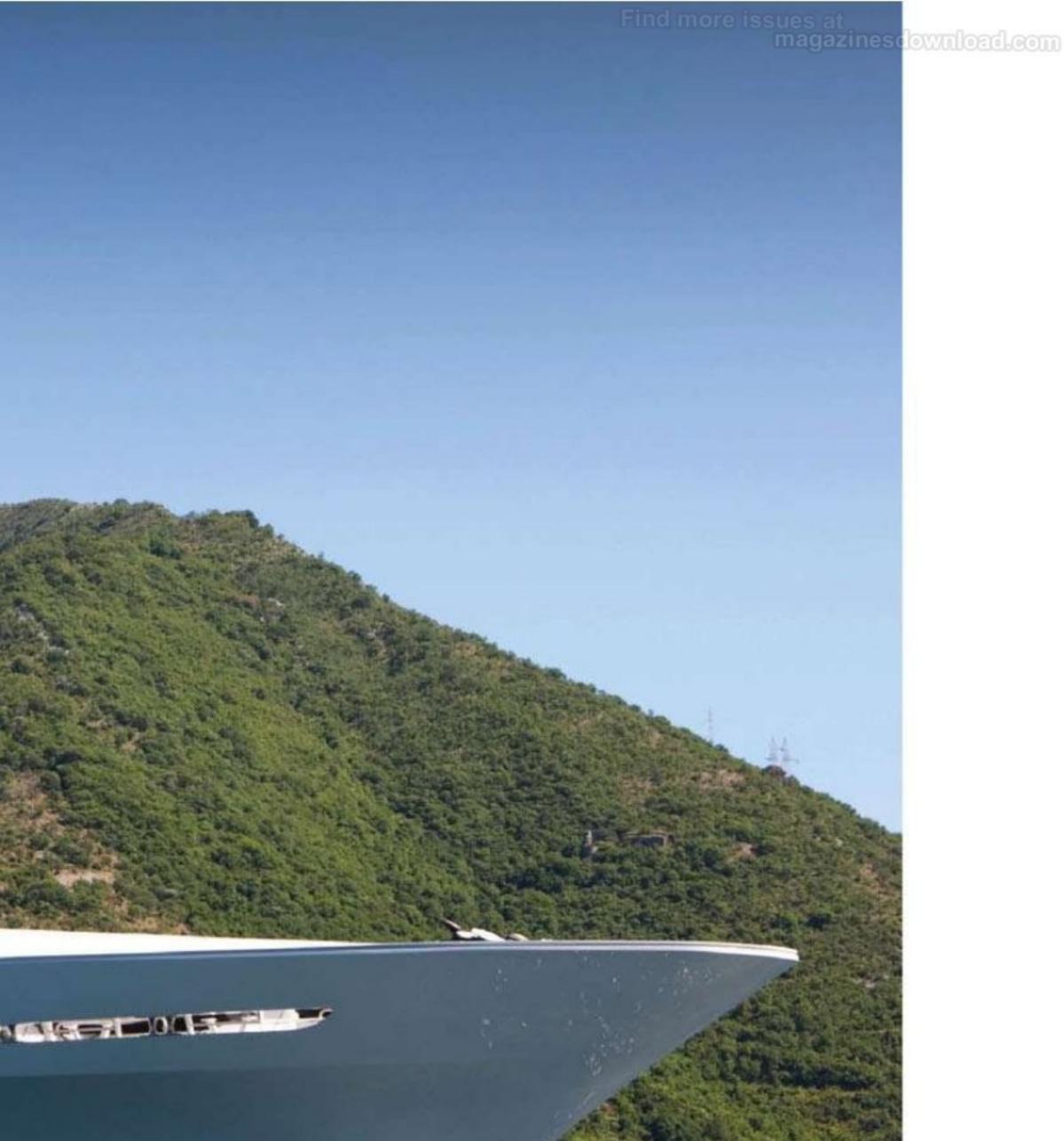














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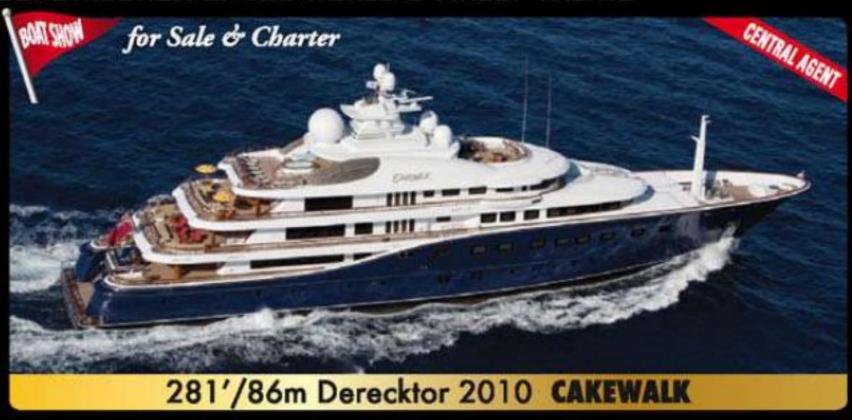


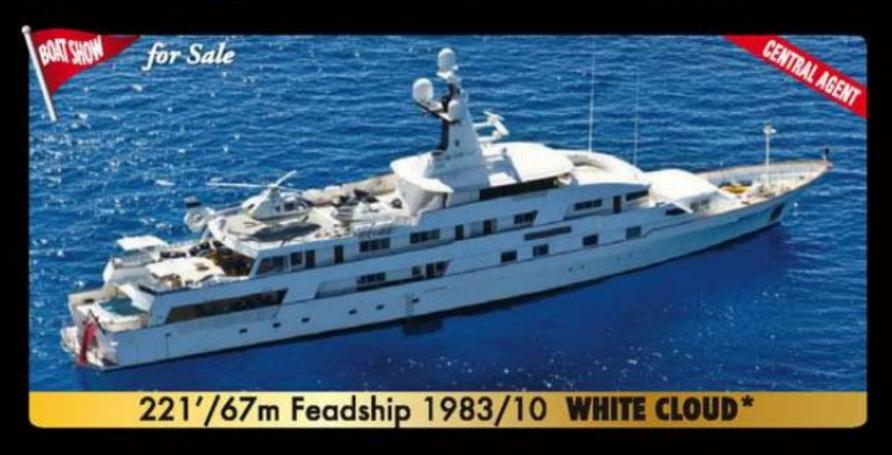


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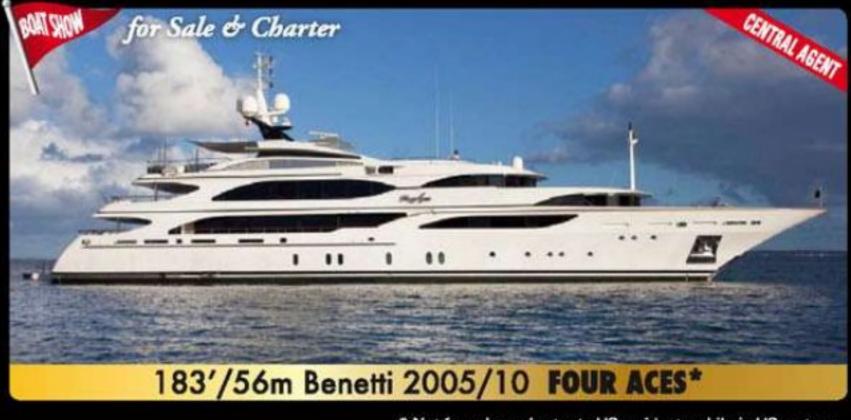


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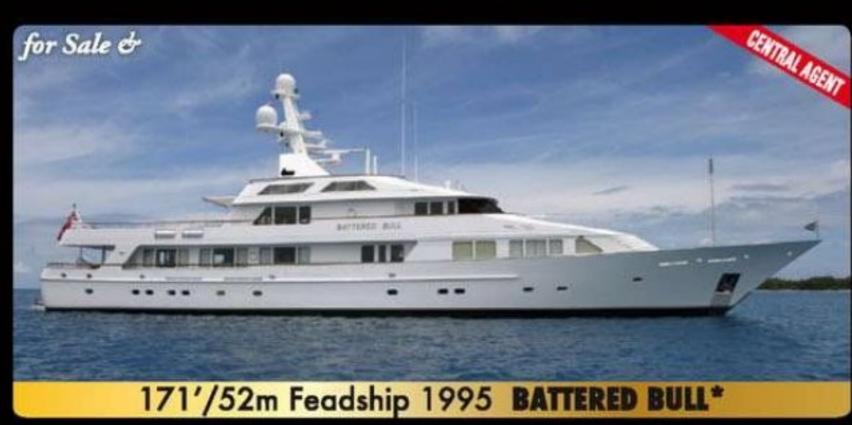
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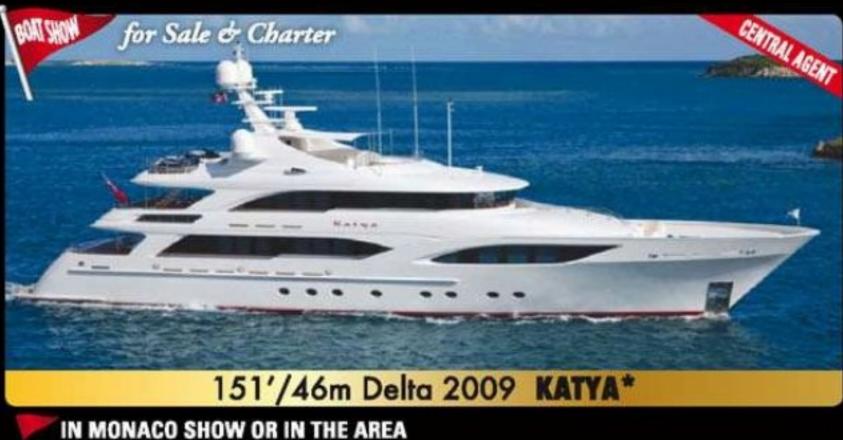














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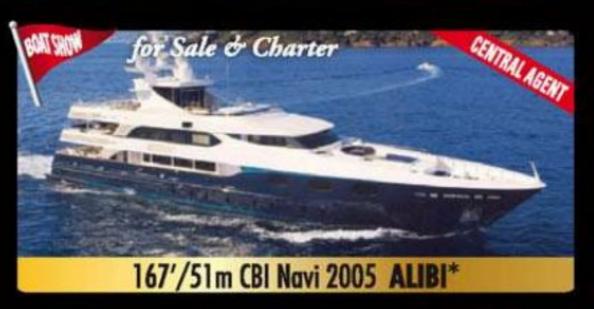
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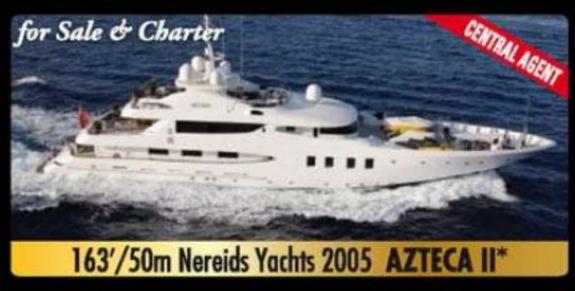


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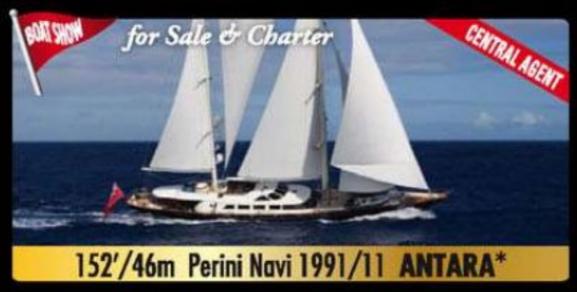




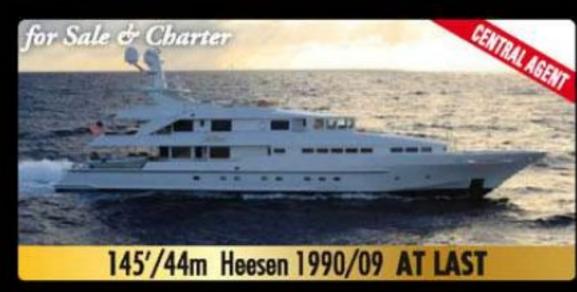






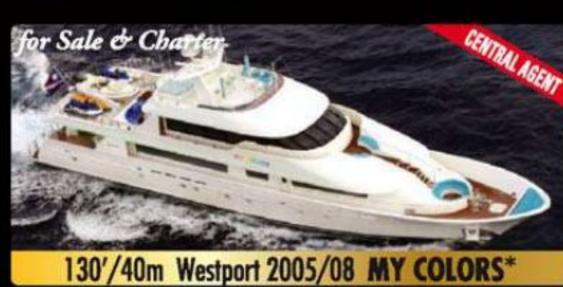






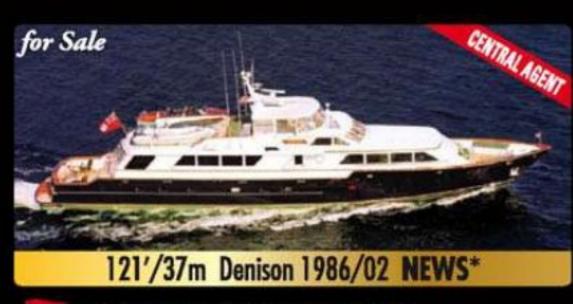














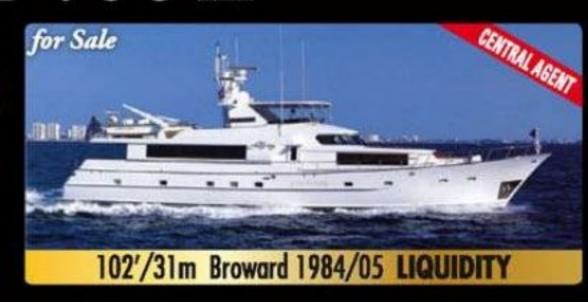


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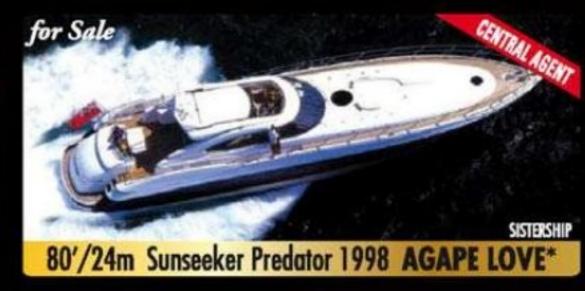






























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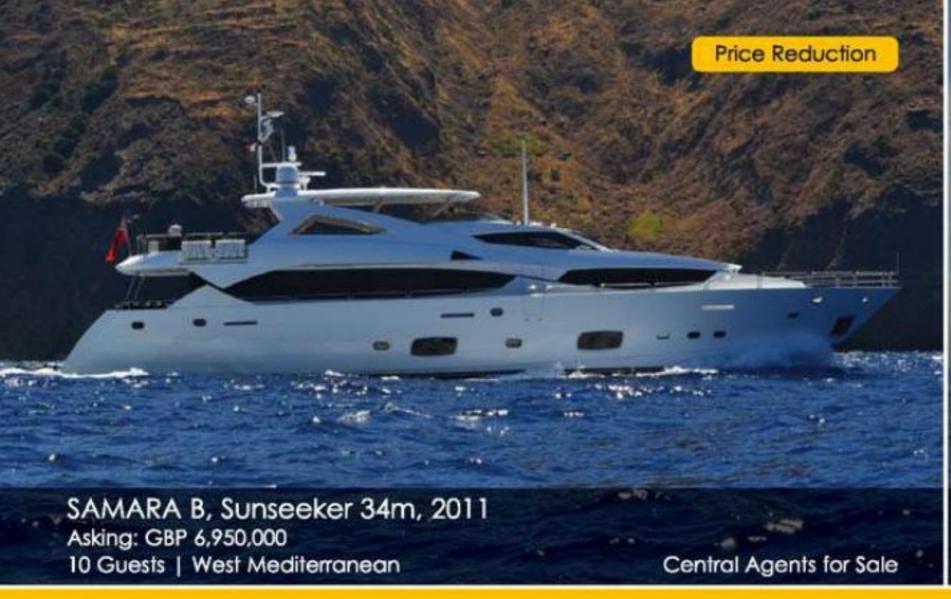
ABILITY, Mangusta 130, 2004 Asking: EUR 9,950,000 Charter from: EUR 84,000 per week 9 Guests | West Mediterranean

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KADIMO'S, Couach 3700, 2007 Asking: EUR 5,950,000 Charter from: EUR 77,000 per week 12 Guests | West Mediterranean

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SOVEREIGN 130' (39.63m) :: Westport :: 2008 :: \$13,450,000

Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com



GALILEO 123' (37.5m) :: Palmer Johnson :: 1989 :: \$6,450,000 Michael Nethersole :: Fort Lauderdale :: +1 954 522 3344 michael.nethersole@northropandjohnson.com



SY PHILKADE 122' (37m) :: Sensation :: 1986/2009 :: \$2,650,000

Bart Kimman :: HONG KONG :: 852 2815 7712 :: bart.kimman@northropandjohnson.com



PRIVATE LIVES 120' (36.59m) :: RMK Shipyards :: 2003 :: \$8,875,000 Chuck MacMahon :: Fort Lauderdale :: +1 954 522 3344 chuck.macmahon@northropandjohnson.com



TITAN XIV 115' (35m) :: Valdettaro :: 1994/2004 :: \$3,600,000

Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com



99 PROBLEMS 112' (34.1m) :: Crescent :: 2001/2002 :: \$4,995,000
Wes Sanford :: Fort Lauderdale :: +1 954 522 3344 :: wes.sanford@northropandjohnson.com



AQUARIUS W 100' (30.49m) :: GE-TA Tasarim :: 1991 :: €1,950,000

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Fort Lauderdale San Diego Palma Newport Boston Hong Kong Singapore



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Charter

Management

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Crew Placement

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NUBERU NAU 93'4" (28.45m) :: CNB :: 2001/2010 :: €2,500,000 Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: ann.avery@northropandjohnson.com



2 B 90' (28m) :: BANDIDO by Jade Yachts :: 2009 :: €5,250,000 incl VAT Joost Goverts :: PALMA :: +34 971 707900 :: joost.goverts@northropandjohnson.com



ORION 90' (27.4m) :: Catana :: 2008 / 2012 :: \$4,900,000

Joost Goverts :: PALMA :: +34 971 707900 :: joost.goverts@northropandjohnson.com



CARYALI 86' (26m) :: Nordhavn :: 2008 :: \$6,595,000
Michael Nethersole :: Fort Lauderdale :: +1 954 522 3344
michael.nethersole@northropandjohnson.com



AGLAIA 77' (23.3m) :: Humpreys/Hamble Yacht Services :: 2002/2010 :: €1,250,000 Joost Goverts :: PALMA :: +34 971 707900 :: joost.goverts@northropandjohnson.com



NOMADESS 72' (21.95m) :: Belliure :: 1988/2002 :: \$1,790,000 Michael Nethersole :: Fort Lauderdale :: +1 954 522 3344 michael.nethersole@northropandjohnson.com



SWAN 60-016 62' (19m) :: Swan 60 / G Frers design :: 1999 :: €900,000 incl VAT Joost Goverts :: PALMA :: +34 971 707900 :: joost.goverts@northropandjohnson.com

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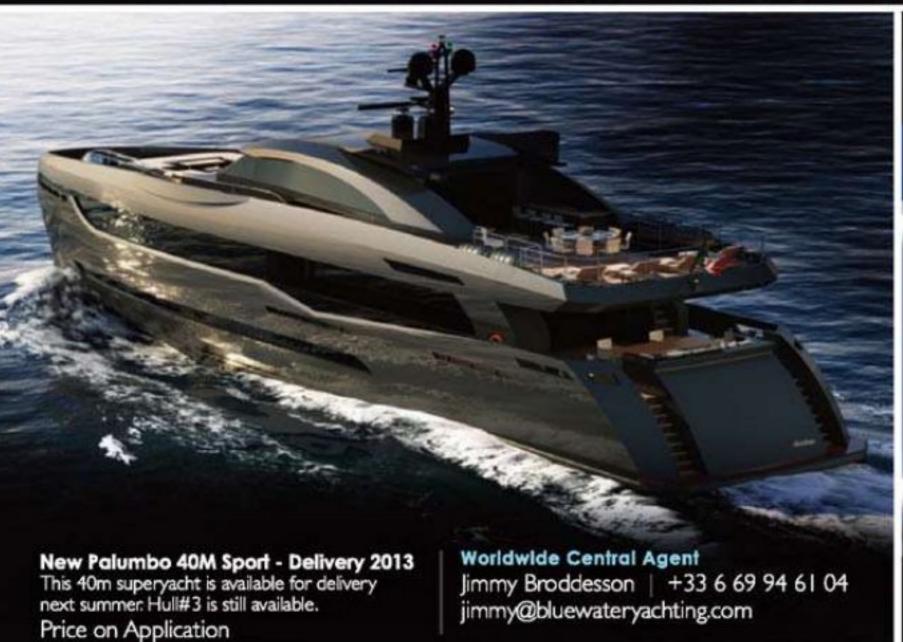
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AY74 | Acico Yachts 23m | 2011 | France €3,700,000

Central Agent

Jimmy Broddeson | +33 6 69 94 61 04 | jimmy@bluewateryachting.com



Tuttinoi | Pershing 27m | 2001 | Italy €1,295,000 (VAT Paid)

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Sea Breeze | Kaiserwerft 3 | m | 2005 | Italy €4,500,000

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Jimmy Broddeson | +33 6 69 94 61 04 | jimmy@bluewateryachting.com



Les | Mangusta 33m | 2007 | Italy €6,500,000

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Peter Bennett | +33 6 09 96 01 02 | peter@bluewateryachting.com



Mystic | CMB Yachts 46m | 2010 | Turkey €14,995,000

Central Agent

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Soño | Princess 95 29m | 2008 | Palma €3,600,000

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Jimmy Broddeson | +33 6 69 94 61 04 | jimmy@bluewateryachting.com



Woody | Leopard Cantieri Arno 27m | 2006 | Italy €2,300,000

Central Agent

Tom Barnes | +33 6 20 18 17 34 | tom@bluewateryachting.com



Callaloo | Mangusta 25m | 2003 | France €750,000 (major price reduction) Central Agent

Tom Barnes | +33 6 20 18 17 34 | tom@bluewateryachting.com



Adam | Azimut 20m | 2008 | France €1,250,000

**Central Agent** 

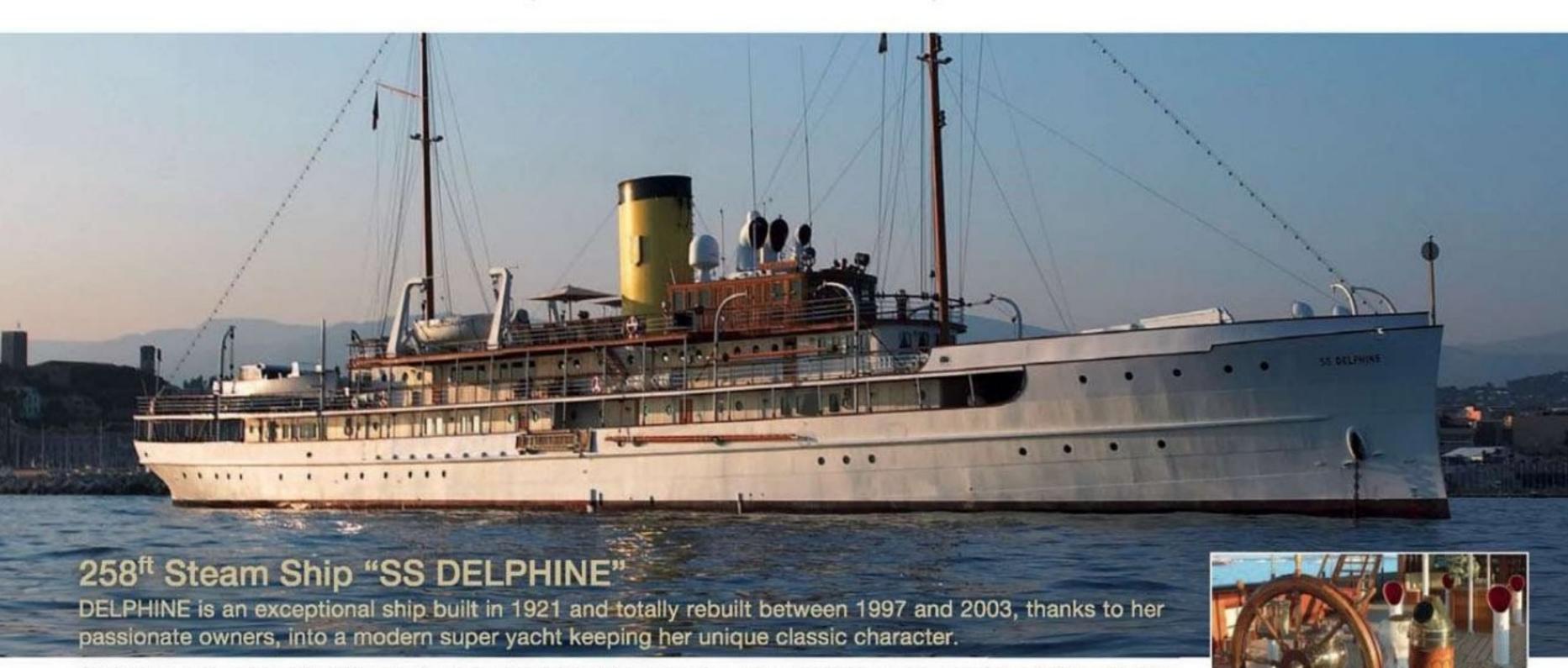
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# Bernard Gallay Yacht Brokerage





DELPHINE has some incredible history having been placed into US naval service during World War II, then used as a training ship for 18 years until 1997 when she was bought by her current owner who spent nearly six years rebuilding her.

She was re-christened in September of 2003. DELPHINE is now one of the most unique and exceptional private yachts in the Mediterranean fleet and worldwide. In 2004 she received the annual showboats award for best refit.

Although she has kept her 2 incredible steam engines, she is now equipped with all the modern technology equipment and boasts a very luxurious and comfortable interior. She can accommodate up to 26 guests.

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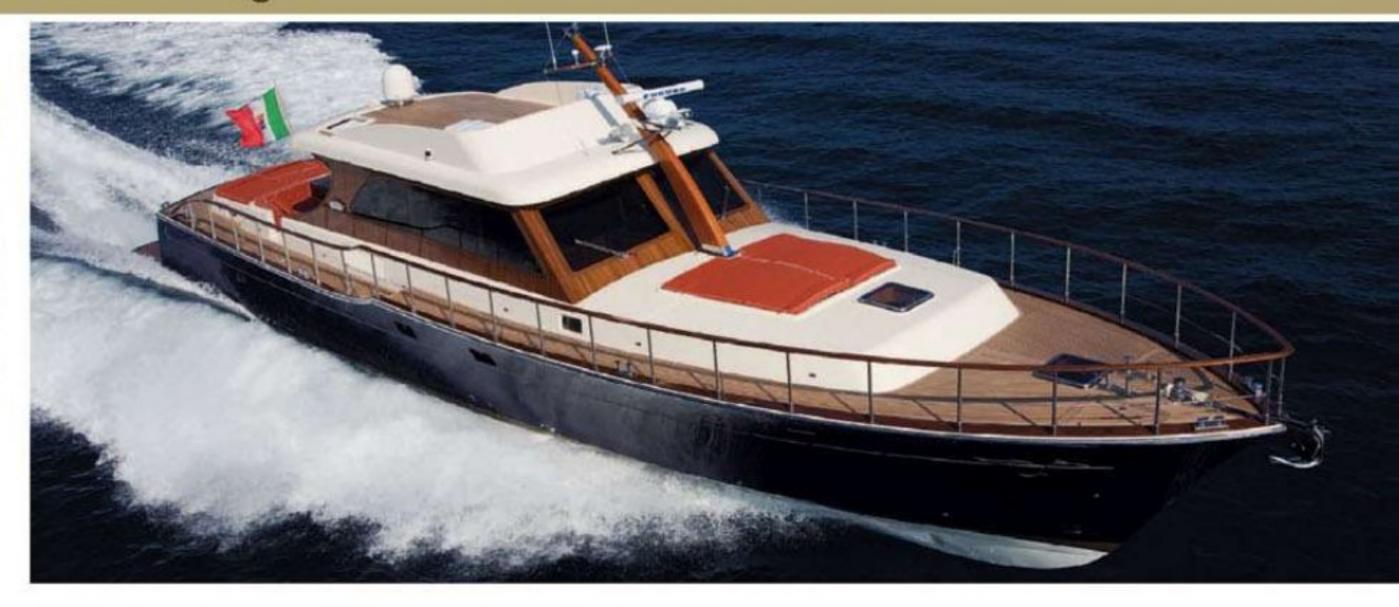
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Tel +33 682 83 19 21
François Boucher
paris@bernard-gallay.com

Monaco
Tel +33 609 01 97 84
Philippe Monnet
monaco@bernard-gallay.com

# Bernard Gallay Yacht Brokerage

#### Morgan 70 "MATHIGO"

2007. Kevlar composite built from a Tom Fexas design, she is a true gentleman's yacht with a special classic touch inspired from the lobster boats in Maine. She is fast and seaworthy, extremely comfortable and luxurious. She is like new having been used only one summer and stored indoors since.



#### 60<sup>ft</sup> "OURSON RAPIDE"

2009. Fantastic fast sloop designed by Finot Conq. All composite built by Multiplast with a futuristic design inspired by the 60ft Open boats, she boasts a very nice interior with 3 guest cabins & crew. She is extremely well equipped with some of the features that are usually found on racing machines, for example a carbon pivoting wing mast. Not only is she incredibly fast, she is also suited for shorthanded long distance crossings.







#### Swan 60/65 "EARLY PURPLE"

2002. Designed by German Frers and built by Nautor Swan. Since 2006 Early Purple has been in the same private ownership, with the same skipper to this day. She has been maintained to meticulously high standards, and looks immaculate. She is totally MCA compliant. Carbon fibre rig with Park Avenue style boom.

#### RP 59 KER

2005. A very nice Reichel Pugh design built for speed at sea and comfort while cruising. She has been very well built in Italy by Adria Sail and kept in great shape thanks to her full time skipper. Since 2008, KER has been stored ashore during each winter from November to April.

# SALE, CHARTER & MANAGEMENT Also specialised in Transoceanic charter www.bernard-gallay.com



#### 110ft "AVENTURA"

2006. Ted Fontaine design built by
Danish Yacht & Holland Jachtbouw. This
magnificent centre board sloop is a true
world cruising yacht where safety and
comfort have been a priority. Beauty,
flexibility and ease followed suit.
In true Fontaine style, she provides the
owner with classic beauty married to
modern technology. The centreboard gives
access in coastal waters. The push-button
rig and fold-down stern ease the interface
between wind and water.

The flow of the yacht with three entrance/ exits, an on-deck saloon and a raised interior saloon, plus 4 staterooms aft for owner and guests offer the maximum living potential for a yacht that can be handled by only four crew.



#### 84<sup>ft</sup> Fitzroy Yachts "NEPTUNE"

2004. Aluminium built from a Judel/Vrolijk design. The spacious accommodation includes a three-guest cabin layout aft, all with private en suite heads. The two forward crew cabins also have separate heads. The generous main saloon includes a comfortable dining area and lounge. The deckhouse incorporates an additional dining area, chart table and inside steering station.



#### 100<sup>ft</sup> Aluminium Sloop "SUSANNE AF STOCKHOLM"

1990. Gilles Vaton designed. Totally reconditioned in 2008 into a modern, comfortable, seaworthy and performing centerboard sailing yacht with a brand new stylish interior. She has a terrific potential for private cruising and / or for charter.



#### 90ft Fast Sloop "QUINTA SANTA MARIA"

2002. A very nice, fast cruising sloop. She has been specially designed for her current owner who is an experienced yachtsman and who has exclusively used her for family cruising and a few Mediterranean cruising racing events. She has been kept in great condition by the same captain since launched.



### TRIPLE SEVEN

68 meters - Nobiskrug, Germany - 2006 EUR 49.750.000

Extensively upgraded since new

Mediterranean berth for sale with the Yacht



### NINA

Sunseeker - 37 meters - 2008 GBP 7.950.000



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**CENTRAL AGENT** 



# BACARELLA

60 meters - Trinity Yachts - 2009 \$63.950.000 USD

Sales enquiries to: sales@superyachtsmonaco.com





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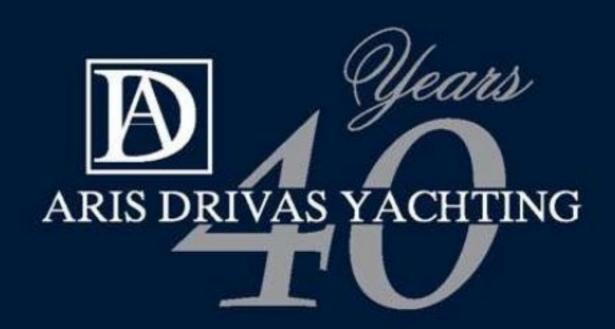
**CENTRAL AGENT** 



# INDIANA

Bilgin Yachts - 40 meters - 2010 €8.950.000

Sales enquiries to: sales@superyachtsmonaco.com













### S/Y FLEURTJE

Fleurtje is a 57m (187'0"ft) sail yacht built by Amsterdamsche Scheepwerf de Vries Lentsch. She was launched in 1960 and she has gone through several refits over the years, which allowed her to remain at a top condition. She is now, for the first time in her history, available for charter worldwide, for relaxing luxurious vacations in the Mediterranean or the Caribbean as well as for adventurous sailing experiences to Patagonia, Terra Del Fuego, Cape Horn.

LOA 57.0 m [187.0']
Draft 4.9 m [16.0']
Beam 8.5 m [28.1']
Cruise Speed 12 knots
Max Speed 14 knots
Year 1960
Cabins 6
Guests 12
Crew 14

17, Gr. Lampraki, 185 33 Pireaus, Greece T: +30210 41 13 194, F: +30210 41 18 818, email: info@adyachting.com, url: www.adyachting.com www.greekyachts.gr

Fleurtje is available for charter worldwide by Aris Drivas Yachting Ltd.

ind more issues at magazinesdownload.com



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### OXYZEN

This exceptional 42m motor yacht was built at the highest standards by AB Yachts in 2007.

She is capable of reaching speeds in excess of 40 knots.

She features large open spaces, a very comfortable modern salon with a sliding hard top, a full beam master cabin with a small gym, and three guest cabins, which can accommodate 8+2 guests. She has crew facilities for six.

The yacht is in immaculate condition!

Builder: AB Yachts, Italy

Year: 2007
L.O.A: 42m (140')
Accommodation: 4 cabins
Number of guests: 8+2
Number of crew: 6

Engines: 3 x MTU 2.400 hp Type: MTU16V2000M93

Cruising speed: 32 knots

Maximum speed: 41 knots

Designer: Giorgio Vafiadis

Contact:

Michel Chryssicopoulos mc@cape4yachting.com

Asking price: 8,900,000 EURO Central Agents for Sale





#### 954.316.6364

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130' Westport Tri-Deck MY 2009 "MISS MICHELLE" Claude Racine / Alex Rogers, C.A.'s



130' Westport Tri-Deck MY 2001 "ENDLESS SUMMER" John Varga, C.A.



112' Westport RPHMY 2007 "STEADFAST" Alex Rogers / Andrew Miles, C.A.'s



106' Westport RPHMY 2004 "DULCINEA" Mike Williams / John Varga, C.A.'s



105' Crescent 1994 "CLOUD 9" Camm Moore, C.A.

# 

**SINCE 1964** 



103' West Bay 2001 Mark Pack, C.A.



98' West Bay 1997 Andrew Miles / Bryan Long, C.A.'s



92' Tarrab 2002 Andrew Miles, C.A.



90' Hargrave 2005 Bryan Long, C.A.



88' Tarrab CPMY 2002 Andrew Miles, C.A.



85' Broward 1982 Chris June/Alex Rogers, C.A.'s



85' Pacific Mariner 2008 Claude Racine, C.A.



84' Northcoast 2001 Camm Moore, C.A.



81' Cheoy Lee 2001 Claude Racine / John Vaga, C.A.'s



80' Lazzara 1998 Mark Peck, C.A.



78' West Bay 2002 Claude Racine, C.A.



77' Horizon MY 2008 John Varga, C.A.



75' Hatteras 2001 Alex Rogers, C.A.



75' Sunseeker Manhattan 2006 Ralph Raulin, C.A.



74' Hatteras MY 1997 Andrew Miles, C.A.

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### **Brokerage**



PALMER & JOHNSON 120': 2 X MTU 12V4000 DDEC M90 4 CABINS + CREW - 8 500 000 EUR.



AB 116 FROM 2010 AND AB 140 FROM 2009 PRICE ON REQUEST.



GAMMA YACHTS - 2011: 22M - 2X 600HP YANMAR - 3 CABINS 2 CREW - FUEL CONSOMPTION 45L/H - 2 156 000 EUR.



AICON 64: 4 CABINS - 2 X MAN V12 (2X1224



MANGUSTA 92' - 2006: 28,30M - 2 X 2400 HP



LEOPARD 31 - 2008: 3 X MTU 2000 - 4 CABINS



LEOPARD 27M - 2000: 3 CABINS CREW



AB 68' - 2003: 3 CABINS + CREW 2 X MAN 1550 HP - 880 000 EUR.



PRIVILEGE 615 - 2008: 4 CABINS + CREW 2 X 110 HP - 1 000 000 EUR.



LEOPARD 24 - 2005: 2 X MTU 12V1850 MI 3 CABINS + 2 CREWS - 1 300 000 EUR.



**AXANTHA II - 2011:** 43M - 2 X CUMMINS 750 HP 10 GUESTS 5 CABINS 8 CREW: - 19.000.000 EUR.

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2 X MTU 1850 HP - 8 500 EUR/DAY - 58 000 EUR/WK.



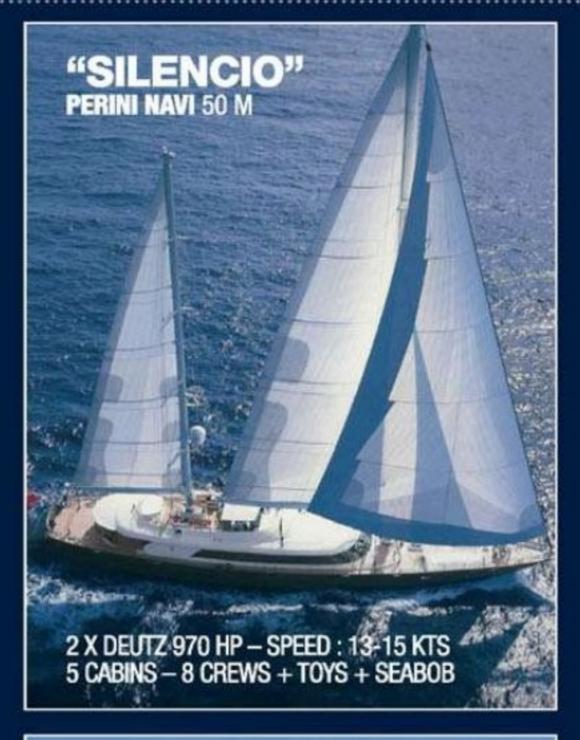
ST. GIORGIO: MONTE CARLO YACHTS 76' - 23M
2 X MAN 1400 HP - 3 CABINS 2 CREW - 5 600 EUR/DAY - 40 000 EUR/WK.



WILJIM: AZIMUT 62' - 21 M - 2 X CAT 1015 HP - SPEED: 30-33 KTS - 3 CABINS 2 CREW - 3 800 EUR/DAY - 25 000 EUR/WK.



MISTER M: MANGUTA 80' - 24M - 2 X MTU 2000 HP SPEED: 28-32 KTS 3 CABINS 3 CREW - 45 000 EUR/WK.



GPS: SAN LORENZO - 27M - 2 X MTU 2000 HP - SPEED: 22-29 KTS 4 CABINS 3 CREW - 8 000 EUR/DAY - 45 000 EUR/WK.



AXANTHA II: 43M - 2 X CUMMINS 750 HP 10 GUESTS - 5 CABINS - 8 CREW - 140 000 EUR/WK.



MELANYA - MAJESTY YACHTS 2007 : 36M - 2 X MTU 2000 M90 16V 1343 KW - 12 000 EUR/DAY - 85 000 EUR/WK.



KOKAB - AB YACHTS 68': 20,65M - 2 X MAN 1550 HP - 3 CABINS 2 CREW - TENDER & WATER TOYS - 4 300 EUR/DAY - 26 000 EUR/WK.



GREMAT - LEOPARD SPORT 27M - 2 X MTU 1850 HP 3 CABINS 2 CREW - 6 000 EUR/DAY - 39 000 EUR/WK.



SPIRIT: 35M - SPEED: 20 KTS MAXI - 8 CREW - 5 CABINS 2 X CAT 1350 HP EACH - 110 000 EUR/WK.

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BENETTI SD 24 M 2001/2011

1.950.000 € 1.250.000 € VAT INCLUDED (+OPTIONS)

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BENETTI TRADITION 100'. 2004

3.900.000€

**BENETTI SD** 24 m 2001/2011. Marvellous Displacement yacht: Steel Hull and aluminium superstructure. Gentleman yacht feeling with a high reliability and security due to a 2001 building and a 2011 total refit and technical upgrade. Stabilizators, Satellite TV, etc.... 2 master cabins + 2 guests cabins for 8/10 guests.

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**Financing Available** 

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**BENETTI TRADITION 100'. 2004**. Elegant and spacious, up to 8 guests, full extras electronic, navigation... 2x1370hp MTU. All yacht provided with modern equipment for comfortable Mediterranean cruises.

For SALE: 3.900.000 €

PERIN INTERNATIONAL

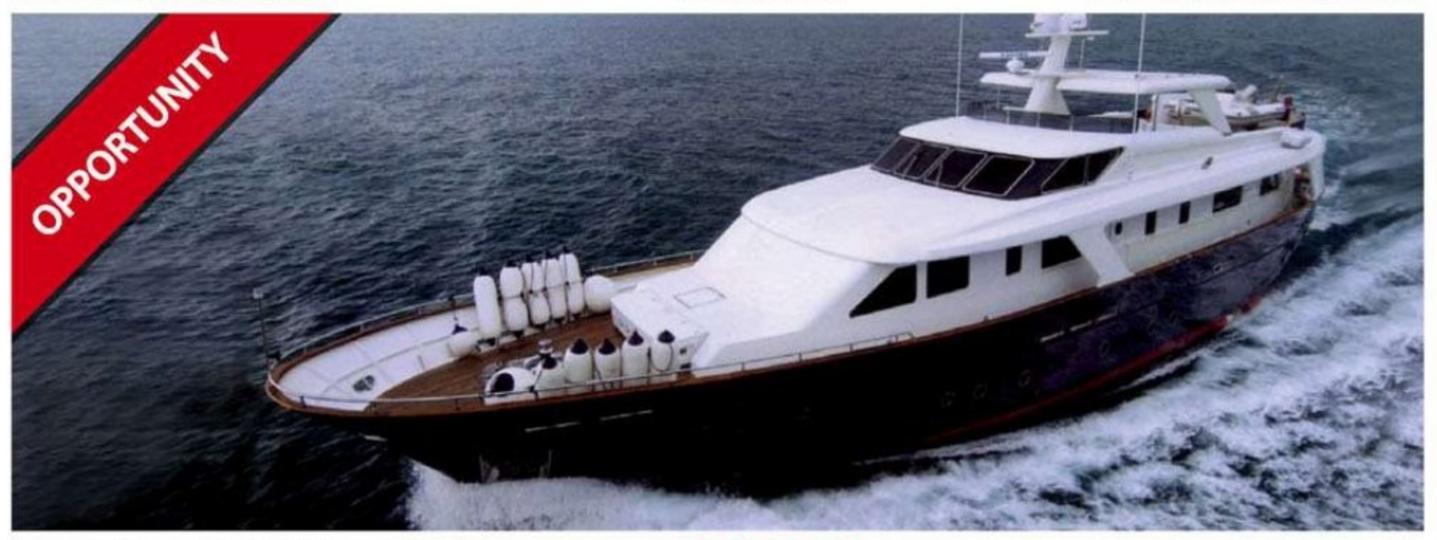




**BENETTI SD 110 2008** 

5.400.000€

**FINANCING AVAILABLE** 



BENETTI SD 105 DRPH 2002/2012

2.200.000 €

**EVERGREEN V: BENETTI SD** 110' is unique. Gentleman yacht recently built: 2008. Combining 1930'style with a modern and comfortable interior design. Incredible outside and inside volume giving a 140'yacht feeling. Flexible accomodation for 8/12 guests, 8/4 crews. Most modern extras: electronics, communication, 0 speed stabilizators, etc....

Central agency. Financing Available For SALE: 5.400.000 € CHARTER: 68.000 € / week

**BENETTI SD** 105' DRPH 2002/2012. Up to 10/12 guests in 4/5 cabins. With jacuzzi on fly. Ready for the season. KEENLY FOR SALE.

For SALE: 2.200.000 €

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"HARD ASSETS" 92' 1989 JONES GOODELL M/Y CALL DAVE MEYER: 561-722-1047

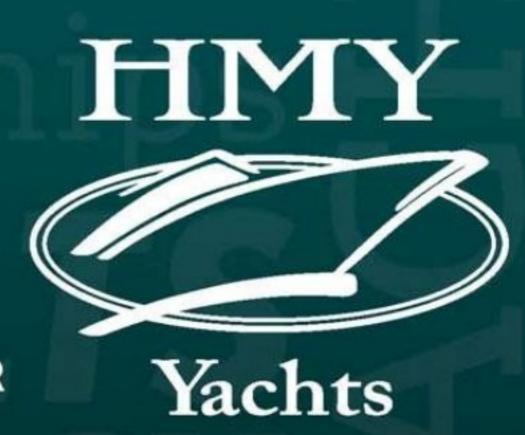


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### Mulder 73 Wheelhouse "Float" (Year: 2007)

Price: € 1.950.000,- VAT paid

Engines: 2x Caterpillar 715hp

Length over all: 22,30m Beam: 5,60m

Material:
Hull shape:

Full aluminium
Roundbilged

Fuel capacity: 7.200 liter Water capacity: 2.000 liter

Draft: 1.60 m
Displacement: 45 tons
Max speed: 22 knots

Mulder Shipyard • Voorschoten •The Netherlands











### Mulder 82 Flybridge "M/Y Lady Tes" (Year: 2003)

Price: € 2.350.000,- VAT paid

Engines: 2x Caterpillar 390hp

Length over all: 24,90m Beam: 6,40m

Material: Steel hull, aluminium superstructure

Hull shape:
Fuel capacity:

Water capacity:

13.500 liter
3.300 liter

Draft: 1,80 m
Displacement: 95 tons
Max speed: 22 knots

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SUNSEEKER 82 YACHT, 2006

Contact Broker: Gary Cleaverly - +44 7778 878 886 Email: gary@sunseekerlondon.com

£1,295,000 EX TAX

Engines 2 x 1675hp C32



# Brokerage

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### ADMIRAL CLASS 1500

Steel, built 2000 by De Gier & Bezaan, dim.: 14,95 x 4,70 x 1,40 m, accommodation for 4 in 2 cabins, 2 x Perkins, 135 hp diesel, round bilged, built to high Dutch standards. For inland cruising (headway 3,45 m) and sea going.

Asking EUR 495,000

Central Agent: Loosdrecht +31 35-5829030



# **NYX 56**

Aluminium, built 2011 by Nick Brown, Designed by Van Vossen design, dim.: 17.00 x 5.10 x 0,75 m, 2 cabins, 4 berths, 3 x Yanmar 480 hp diesels with water jet propulsion, speed approx. 35 knots. Exiting fast motor yacht with all comfort on board in a beautiful design.

Asking EUR 795,000

Central Agent: Loosdrecht +31 35-5829030



## SILVER 64

Wood, built in 1956 by Silver's Yard, Rosneath, Scotland, dim.: 19.44 x 4.34 x 1.65 m, teak decks and superstructure, classic teak/plywood interior, 8 berths in 3 cabins, 2x Volvo Penta 237 hp diesels, hydr. bowthruster, hydr. wheelsteering. Total refit 07/08.

Asking EUR 995,000

Central Agent: Sneek +31 515-428030



### **NOBLESSE BELLAMARE 54**

Steel, built in 2007 by Noblesse Yachts, The Netherlands, dim.: 16,00 x 4,90 x 1,20 m, 6 berths in 3 cabins, 2 cabins with French berths. 2x 170 hp Vetus Deutz DT66472E engines, hydraulic wheelsteering, electronic engine controls, hydraulic bow- and stern thruster.

Asking EUR 595,000

Central Agent: Sneek +31 515-428030



### VALK CONTINENTAL 1900

Steel, built in 2005 by Wim van der Valk Yachts (NL), dim.: 19,00 x 5,00 x 1,50 m, built to the highest standards, 6 berths in 3 cabins, 2 guest cabins with French berths. 2x 370 hp Volvo Penta D6 Common Rail engines, hydraulic stabilizers, 22 hp hydraulic bow- and stern thruster.

Asking EUR 730,000 (VAT not paid)

Central Agent: Sneek +31 515-428030



## VRIPACK 2000

Steel, built 2009 by Altena Yachting, dim.: 20.00 x 6.00 x 1.50 m, 3 cabins, 6 berths, 2 x Volvo Penta 280 hp, bow- and sternthruster, stabilizers, watermaker, etc. Spacious long range motor yacht.

Asking EUR 1,495,000

Central Agent: Loosdrecht +31 35-5829030





### **HAKVOORT 70 TSDMY**

Steel, built in 1993 by Hakvoort Shipyards, dim.: 21.20 x 5.80 x 1.90 m, alu. superstructure, wheelhouse, saloon, two + one crew cabin, 7 berths, twin MAN D2866LE 440 hp engines. With a gloriously luxurious interior by Pieter Beeldsnijder Design.

Asking EUR 995,000

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One of the best classic Feadships on today's market. Commissioned some time ago, but completely overhauled and rebuilt. Najade's equipped with state-of-the-art equipment and guarantees a safe and extremely comfortable cruise.

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### **JONGERT 2000S**

Aluminium, built 1988 by Jongert B.V. in Holland, dim.: 20.20 x 5.35 x 2.60 m, teak decks, 3 double ensuite cabins, single crew cabin, Perkins 190 hp diesel (2009), bowthruster, 2x gensets, sloop rig, hydraulic genoa and inmast furling, stern garage. Complete refit 2006.

Asking EUR 880,000

Central Agent: Palma +34 971-402911



### **NORTHERN MARINE 78**

GRP, built in 2003 by Northern Marine U.S.A., dim.: 23.50 x 6.60 x 2.00 m, mahogany high gloss interior, sleeps 8 in 4 cabins + one single in pilothouse, 1x Cummins KT19M 600 hp diesels, max. speed 12 knots, 100 hp hydr. bowthruster and 55 hp hydraulic stern thruster.

Asking EUR 2,950,000 (VAT not paid)

Central Agent: Sneek +31 515-428030



# HOEK 51

GRP, '06, built by Kooi Makkum BV, dim.: 15.33 x 4.20 x 1.80 m, The Hoek 51 is a wonderful, classic lined ship, with very nice overhangs, a beautiful little superstructure and a flush deck.

Asking EUR 825,000

Central Agent: Hindeloopen +31 514-524000



### HUISMAN KETCH

Built 1995 by Royal Huisman Shipyard. Design: H.A. Scheel. Dim: 20.85 x 5.40 x 2.70m. Comfortable cruising ketch, easy to handle. In 2003 major refit at Huisman Shipyard. In as new condition. Outstanding quality!

Asking EUR 1,495,000 (VAT not paid) Central Agent: Amsterdam +31 35-5829014





# **AMINAH**

KEENLY FOR SALE

Benetti Classic 115 €6,700,000 Built 2000 - Major Refit in 2010 ABS & Commercial Registry 8 Guests – 6 Crew For more information and to arrange viewings please contact
James Lloyd Jones
VIARE s.a.r.l
14 Quai Antoine 1er, Monaco 98000
Mobile: +33 614 355 419
Email: james@viareyachts.com

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Yacht Sales | Charter | Management | New Build Consultancy www.viareyachts.com | Telephone: +377 98 800 300





# ARABELLA II

**KEENLY FOR SALE** 

2009 Sunseeker 34m Yacht €6,200,000 RINA and MCA Immaculate Condition MTU 2000 Series V16 M93, 765 hrs 10 Guests / 6 Crew For more information and to arrange viewings please contact
James Lloyd Jones
VIARE s.a.r.l
14 Quai Antoine 1er, Monaco 98000
Mobile: +33 614 355 419
Email: james@viareyachts.com

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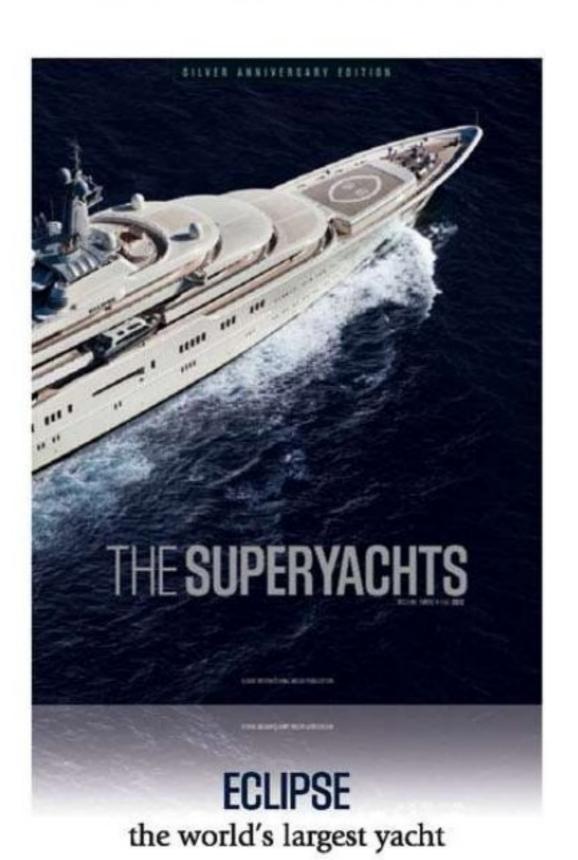
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# **BROKERAGE SELECTION**



2007 - 3 cabins - 2x2.285 MTU - Lying in Tuscany (Italy) Euro 2.200.000,00



2002 - 2 x 2.350 MTU - 4 cabins - perfect condition Price reduced Euro 2.500.000,00



1996 - 2 x 2.280 MTU - full optional - Perfect condition - Very interesting price



2004 - 3 cabins - perfect condition





2007 - 2 x 2.400 MTU - very good condition -Lying in Tuscany ( Italy ) / 2004 - 2 x 2.285 MTU good condition - Lying in Tuscany (Italy)

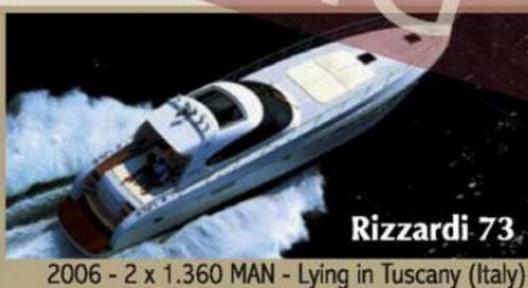


2005 - 2 x 2.000 MTU - 4 cabins - Lying in Tuscany (Italy) - Euro 2.400.000,00 VAT EX



1998 - 3 cabins - 2 x 2.000 MTU Lying in Tuscany (Italy)



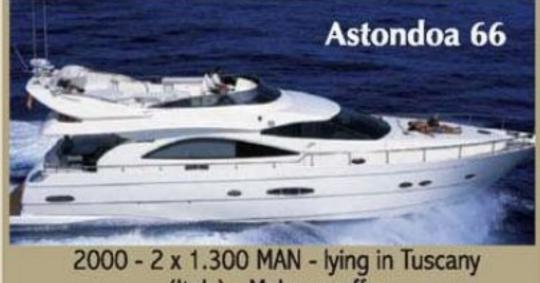


Kaitos 76 CENTRAL AGEAVINOTS

2003 - 3 cabins - 2 x 2.000 MTU-54 Vnots Lying in Tuscany (Italy) - Make an offer



2006 - 2 x 1.100 MTU - very good condition



(Italy) - Make an offer Make an offer

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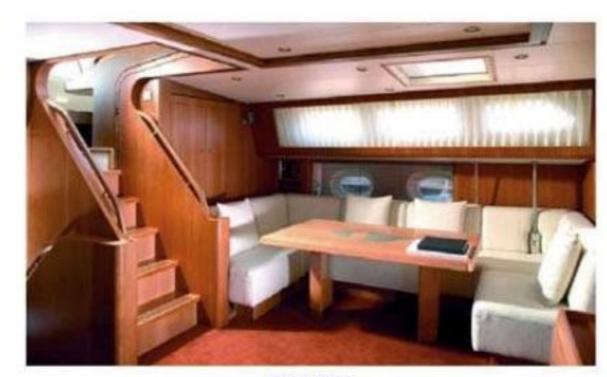
# ITHAKA

# Jongert 2700M

# dahm international

A PASSION FOR YACHTING







**DECK SALON** 

SALON

OWNER'S CABIN

ITHAKA - a wonderful Jongert 2700M - built by her owner to follow the legendary travels of Odysseus with today's state-of-the-art naval architecture and technology - will not only convince a new owner with her majestic midnight blue hull designed by Doug Petersen, but also with her comfort, efficiency and sailing performance! Her carbon mast, a well thought-out deck layout including captive winches, NORTH SAIL 3DL sails and the 3.05m wing keel make sail handling easy - for blue water sailing with anchoring in shallow bays as well as for racing in regattas. ITHAKA's interior, finished in pear wood and titanium detailing, welcomes her owner and guests with a light atmosphere and ample space for gatherings but also allows room for private retreat!

**LENGTH O.A.:** 26.70 m / 87'7" **BEAM:** 6.58 m / 21'7"

DRAUGHT: 3.05 m / 10" wing keel

YEAR: 2007

CABINS: 3 plus 2 crew, all en suite

EXTRAS: Berth in Palma de Mallorca

available



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MONACO YACHT SHOW



# WHIMSY

BRIAND DESIGN 80' / LOA 23.98M / BUILT 2005 AT VAUDREY MILLER, NZ / 6 GUESTS - 2/3 CREW / 3.250.000 € VAT PAID This striking, sleek and fast sloop is a true blue-water cruiser, conceived to sail round the world in all comfort and security. Easy to sail by a small crew, with the sensitivity of a racing yacht, she offers long distance, high-performance touring. WHIMSY features a well-designed, clean and clutter-free deck, a welcoming modern interior with a spacious saloon and three versatile guests/owner cabins. The well separated crew area aft provides maximum privacy on board. She is in exceptional good condition.

# MORE INFO & SAILING YACHTS ON WWW.HAAS-INTERNATIONAL.COM



OBSESSION II CIM 115' / 3.500.000 € / LOA 34.20M BUILT 02 / BERRET RACOUPEAU DESIGN 8 GUESTS - 5 CREW

Exceptional space and sumptuous accommodation with a well designed aluminium hull for performance. Major refit actually underway. Very competitively priced.



COLOMBAIO JONGERT 25S / 1.850.000 € / LOA 28.8M BUILT 92 REFIT 02 PETER SIJM - JONGERT DESIGN TEAM 6-8 GUESTS - 2/4 CREW

Comfortable and safe blue water cruiser with beautifully crafted mahogany interior with large guests and owner's cabin. Privately used only.



BONA DEA JONGERT 25DS / 1.250.000 € VAT PAID LOA 26.62M / BUILT 1977 REFIT 11 / PETER SIJM - JONGERT DESIGN / 6-8 GUESTS - UP TO 4 CREW Plenty of living space and comfort. Large and cozy deckhouse and protected outside cockpit seating area.

Maintained in first-class condition. Ideal and safe family yacht.



EXPRESSION II FARR 645 / 800.000 € VAT PAID LOA 19.40M / BUILT 2004 / 6 GUESTS - 2 CREW A stunningly beautiful deck-saloon yacht, fast and reliable, exciting and enjoyable to sail in all conditions. Top luxury interior.

# THE SAILING YACHT BROKER

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# **MOONEN 83 - MONA LISA**

YN 159 - Year 1994 (Fully refitted)

Construction: Steel/Aluminium

Dimensions: 25.15 x 6.00 x 2.00 metres

Engines: Twin MAN D2840 LXE, 820 hp each

Performance: Maximum speed: approx. 13.0 knots

Accommodation: 6 guests in 3 cabins, 2 crew in 1 cabin

Range: Approx. 2,000 nm at 9.0 knots

Price € 1,200.000 VAT paid



# **MOONEN 94 ALU - NILO**

YN 184 - Year 2007

Construction:

Dimensions:

Engines:

Twin Caterpillar C32 Acert, 1825 hp each controllable-pitch propellers

Performance:

Aluminium

28.90 x 6.80 x 1.80 metres

Twin Caterpillar C32 Acert, 1825 hp each controllable-pitch propellers

Maximum speed: approx. 26.0 knots

8 guests in 4 cabins, 2 crew in 1 cabin

Approx. 2,500 nm at 11.0 knots

Price € 5,900.000 excl. VAT



# **MOONEN 120 - VICTORIA DEL MAR**

YN 171 - Year 2001

Range:

Construction: Steel/Aluminium

Dimensions: 36.90 x 8.20 x 2.40 metres

Engines: Twin Caterpillar 3412 DITA, 670 hp each

Performance: Maximum speed: approx. 13.0 knots

Accommodation: 10 guests in 5 cabins, 7 crew in 4 cabins

Range: Approx. 3,700 nm at 9.0 knots

Price \$ 7,995.000 excl. VAT

Please call Robert Drontmann for more information or private viewing: +31 73 621 00 94 (during office hours). Or at: +31 6 106 928 91 (mobile).

SOME THINGS REMAIN IRREPLACEABLE

# BROKERAGE

















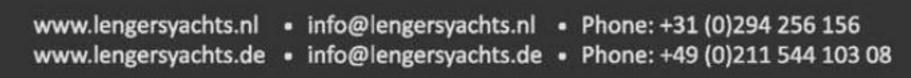
Lengers Yachts will be present at **AMSTERDAM IN-WATER BOATSHOW 2012**Amsterdam, The Netherlands | 4 - 9 September 2012



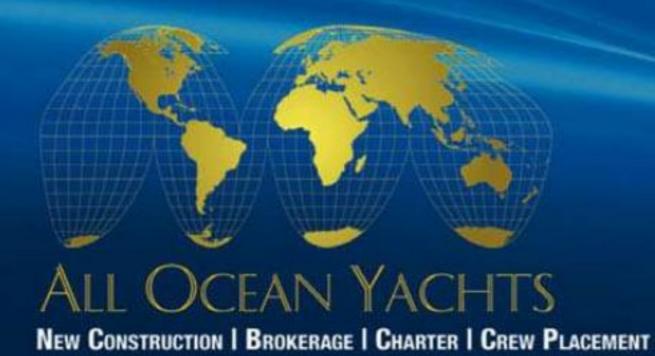
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175' (53.3m) PROTEUS | RYSCO FLORIDA | 1977 / 2009 \$3,850,000



135' (41m) INACE AFT HOUSE EXPLORERS | 2013
Price on request



120' (36m) / 126' (38m) INACE AFT HOUSE EXPLORERS Starting at \$11,550,000



175' (53.3m) Proteus | Conversion Sergio Cutolo design | 1977 / 2013 Price on request



130' (39.6m) PHOENIX | DAVIE-ROCKLAND SHIPYARD | 1973 / 2008 Reduced to \$2,950,000



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ALL OCEAN 90' (27.4m) | Luiz de Basto Design | 2013 \$7,495,000



78' (23.8m) Breezers | Poole Boat Company | 1979 / 2002 Ultimate Sportfisher/Dive Explorer Yacht Only \$1,600,000



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FLECHE D'ARGENT 18,70m



FERRETTI Altura 840 Year 2008

OTAM
Year / Refit 1999 / 2012
€ 730,000



CARLINI RIMINI Year 2008



GUY COUACH Year 2002 € 1,650,000



FULTON Year 2008 € 1,650,000



PR MARINE Year 1999 € 1,200,000

BROKERAGE | CHARTER | MANAGEMENT | FISCAL & CUSTOMS ADVICE









Cape Arrow, 30.20m, is hull#03 in the Raised Saloon version of the successful SW100 mini-series.

She in a high specs construction boasting features such as High Modulus carbon mast and carbon rigging.

An elegant example of the long lasting relationship between Southern Wind Shipyard, Farr Yacht Design and Nauta Design.

A perfect blend of performance and comfort. Ideal for blue water cruising and enjoyable racing.

Cape Arrow is MCA (LY2) coded with a very good reputation in international charter market. Lying in Genoa (Italy).

# brokerace



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# Bernard Gallay Yacht Brokerage



The conversion has been done choosing high quality equipment and taking a special care to keep the weight as close as possible as original when she was meant to race around the world. The result is that only 3 more tons have been added although SWIFT is now incomparably more easy to sail and comfortable to live aboard. During her conversion, all composite works have been conducted under Gilles Ollier's control.

She is currently sailing in Caribbean waters with a short crew of 4 as she is now extremely easy to handle with her all new hydraulic systems.

Builder: Multiplast

Naval Architect: Gilles Ollier Design Team

Construction: Carbon
Year: 2000
Conversion: 2010

Accommodation: Owner and 4 guests in 3 staterooms,

3 bathrooms and salon in Port Hull Crew in 2 cabins with upper and lower beds in Starboard Hull

L.O.A: 32.80 m

Beam: 16.50 m

Draft: 2.00 m / 4.50 m

Mast height: 45.00 m

Sall area Upwind: 537 m<sup>2</sup>

Downwind: 910 m²

Main engines: 2 x 75 HP Volvo

Generator: 1 x 12 Kva

Fuel: 1.600 I

Water: 800 I



BLUE SCORPION 53.00m (173.11 ft)
Baglietto | 2006 | Viareggio | EUR 21,500,000 VAT Paid



INFINITY 46.00m (150.11 ft)
Cobra Yacht | 2011 | Bodrum, Turkey | EUR 8,950,000



BRI 43.00 m (141.0 ft) Christensen | 2000 | Ft Lauderdale FL | USD 7,750,000



MUSTANG SALLY 39.60m (130.0 ft)
Westport | 2009 / 2010 | Ft Lauderdale FL | USD 17,600,000



JANA 46.30m (151.11 ft) Feadship | 1986 | Abu Dhabi | USD 7,900,000



ARIETE PRIMO 44.20m (144.8 ft)
Richard Dunston Ltd | 1967/2006 | Genoa | EUR 19,000,000



SOPHIE BLUE 41.00m (134.6 ft)
CBI Navi | 1998 | South of France | EUR 6,900,000



EL NASSOL 24.00m (78.9 ft) Arno | 2005 | Bahrain | EUR 2,000,000

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FOR SALE



# **ARIONAS**

129,79/39.56m Clelants Shipbuilding U.K.

Year:1967 - Refit 2011

2 x Rolls Royce - D6V8TM 500hp

Cruising speed abt. 12 knots.

2 x 100 KVA KOHLER

10 Guests in 5 cabins incl. Owner's cabin,

all with ensuite marble bathrooms

9 Crew in 5 cabins

The yacht has been extensively rebuilt and offers all modern amenities combined with beauty and elegance.

All interior furniture by Ralph Lauren.

Price: Euro 4,500,000 VAT Paid





# the art of conversion Opportunity. US \$6.5m

# Contemporary Showboat? Luxury Long Range Explorer? You choose.

While final conversion options are only limited by your imagination, this sleek, contemporary concept – drafted by HYS Naval Architect Simon Jupe – is now available for your consideration.

Key features of this sleek, modern configuration includes an ultra private upper-deck penthouse master suite with a adjoining sky lounge (both with 180 degree views), a spacious saloon, library and formal dining area and a massive lower aft deck for open-air entertaining and water sport activities.

Retired in 2011, the heart and soul of this all-steel former Japanese government vessel includes immaculately maintained mechanical systems, a zero-hour 1800 HP MAN B&W Niigata engine, a top speed of 15+ knots and a remarkable range of 12,000 nautical miles at 11 knots.

This extraordinary conversion will include a full range of new luxury yacht equipment and interior.

Shown right: examples of typical interiors from previous HYS projects.













"Over the years, I have had rather a lot of experience with various yards around the world, and I can honestly say that it is a rarity to find a yard that is so organized, competent and skilled."

Tom Perkins

HYS Client and owner of M/Y Dr. No





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Just a few of the more notable HYS conversions include the 55 meter Ark Angel, the 51 meter Northern Sun, the 49 meter Western Isles, and the custom crafted 37 meter Dr. No for yachting luminary Tom Perkins.

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www.carlfrench.com

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This strong and very economic 34m converted German tugboat has been entirely refitted and redecorated in 2011. With an amazingly vast and modern interior and a spacious sun deck harboring a Jacuzzi and many toys, she offers a great potential for family and static chartersShe accommodates 12 guests in 5 cabins.

Bureau Veritas classed, commercially registered. Joint Central Agent. Price 3 950 000EUR







The star attraction in every port she enters. Atlantide is owned by world famous yachtsman Tom Perkins (Maltese Falcon, Dr No, Andromeda la Dea, Mariette), who has travelled the world aboard her in comfort.

Currently located in the Mediterranean, this one-of-a-kind gentleman's motor yacht with an unprecedented history is in pristine condition and is awaiting her next owner/guardian.

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ALANI II | 2002, 2007 | 115' Benetti Classic | Asking \$8,250,000 AUD |

Rarely used since a major refit in 2007 ALANI II is showing exceptionally well and is in prime location to cruise the Pacific. 2007 works included fitting Naiad zero speed stabilisers, full paint, complete remodel of the sundeck including laying teak, remodel of the main saloon and dining room, new carpet and interior varnish. Captain/Engineer ongoing maintenance and improvements have kept this vessel in exceptionally good order. Alani II is lying in Auckland, New Zealand. For more information contact Mark Helas. +64 21 757 121 or <a href="majority.new">helasm@zma.co.nz</a>

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PORT OF CAP D'AIL, SOUTH OF FRANCE

60 x 11m – Lease until 2027 – Superbly positioned adjacent to Monaco Short distance from Nice airport – A few minutes from Monaco heliport

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### Sailing yacht NAUTOR'S SWAN 57-103

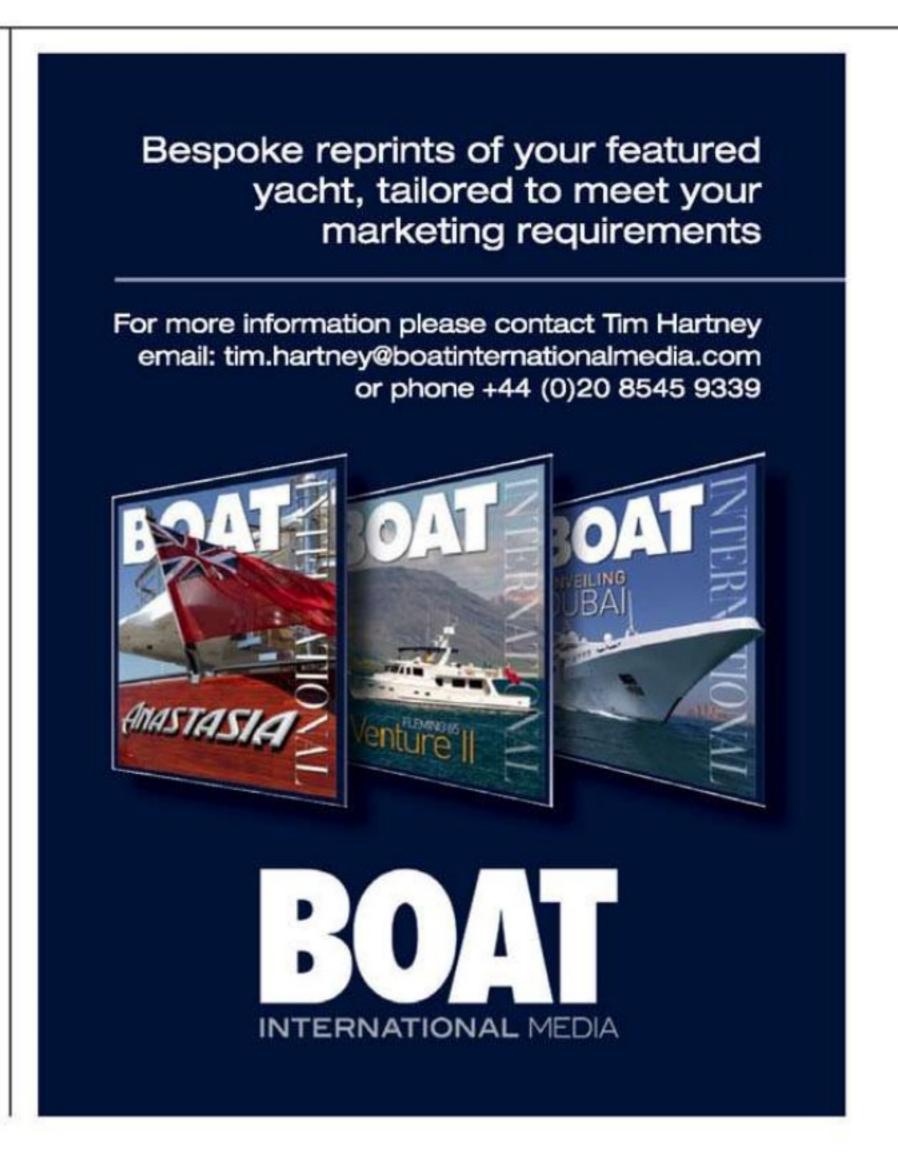
Perfectly equipped cruising Swan, built in 1992, extensive refit in 2008/2009/2010, incl. new teak deck, generator, air con. etc., continuous professional maintenance, LOA 57 ft /18.01 m, engine PERKINS 4M135, 86.5 kW, 3 cabin version, 2 baths, VAT paid, lying: Eastern Mediterranean

For further details and full specifications please don't hesitate to contact us via telephone +49 40 355 059 -220 or e-mail to adamski@netbid.com.

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# **TAVROS YACHTS**





PURE. Nordia 70 Performance Cruiser. Built by Royal van Dam Nordia in The Netherlands, delivered 2011. Dim: 21m35 x 5m85 x 3m05. Dutch-built aluminium sailingyacht which has been put to the test one season and she is now even better than new. Exciting performance coupled with living comfort to the highest standards. Spacious interior with flawless woodwork, sleeping 8/9 persons in 4 cabins.

Price on request



Calypso of Malahide. North Sea trawler, dim: 21m75 x 6m40 x 2m75. Built in teak to massive standards she is fully under MCA. Very seakindly, excellent for families, extended cruising or expeditions. Three cabins for six/eight guests, including full beam owner's cabin. Gardner engine, stabilisers, aircon and central heating: truly go-anywhere motoryacht. Lying south of France.

Askingprice: € 495.000



Lady Anne. Truly Classic 56 by Hoek Design. Dim: 17m50 x 4m45 x 2m40. Built in 1998 by Mcmullen & Wing, refit in the Netherlands 2009/2010. Elegant sailingyacht with in-boom mainsail and electric furlers. New North 3DL sails, new Raymarine electronics, new Awlgrip on hull, mast and boom. Yanmar turbo 100HP, Whispergen. Sleeps 6 in two cabins. Lying: the Netherlands.

Askingprice: € 775.000

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Bart de Ven The Netherlands

# dbeere yachts

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11th to 16th September 2012





# 2003 43M ALFAMARINE TRI-DECK YACHT

Engines: 2 x MTU 12V 4000 M90 2775HP Lying: Mallorca

Please visit www.ladyferyl.com

USD 9,500,000 Ex VAT Joint Central Agent



# 2009 PRINCESS 85 MOTOR YACHT

Engines: 2 x 1800HP MTU 12V 2000 M93 Lying: Mallorca

Please visit www.princess85my.com

£2,500,000 Ex VAT Central Agent



# 2009 SUNSEEKER PREDATOR 92 SPORT

Engines: 2 x 2434HP MTU 16V 2000 M93 Lying: South of France

Please visit www.mykitaro.com

£3,595,000 VAT Paid

Joint Central Agent



# 2004 FERRETTI CUSTOM LINE 94

Engines: 2 x MTU 16V 2000 M91 Lying: Mallorca

Please visit www.ferretti94.com

€3,350,000 Ex VAT Central Agent



# 2009 SUNSEEKER 37 METRE YACHT

Engines: 2 x 2735HP MTU 12V 4000 M90 Lying: Croatia

£7,900,000 Ex VAT



# 2008 SUNSEEKER 86 YACHT

Engines: 2 x 1800HP Caterpilla C32 ACERT Lying: South of France

£2,495,000 Ex VAT Central Agent



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MAINSAIL 618 PILOTHOUSE

€1,295,000 South of France

As Van de Stadt can and built Down Under in 2008. Uber nautical makeover in 2009, this yacht looks seriously smart. Rugged construction, charming finish, proper pilothouse - simply excellent for planet circuits - your magic carpet awaits...



70' MALAHIDE TRAWLER

€450,000 East Mediterranean

A little ship that was massively overbuilt in 1978, to iconic designs by Myles Stapleton. Comes with a single Kelvin and a range of over 3,000 nautical miles. This owner has taken her to bits and back, she has never looked better. He must now dispose, suggestions, ideas and offers within the bounds of decency are all welcomed.



HORIZON 70'

POA Lymington, UK

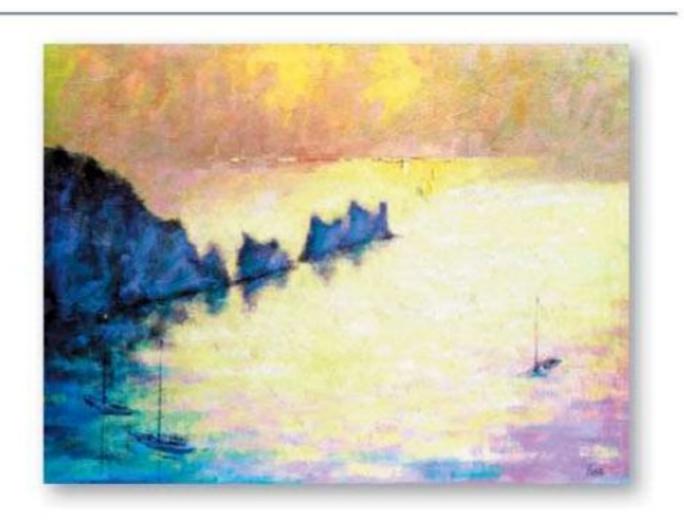
2006 yacht, with rocket power provided by a brace of 1,000hp Cats, she also comes with a pathetically small number of engine hours and a splendid cherry interior you can get lost in. Her new owner will need a large tin of elbow grease and the patience to spoodle her so she shines as she should. A modest ask reflects this.

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Magnificent 37m world cruiser built by JFA Chantier Naval (2003). Spectacularly maintained, upgraded and ready to go! Very large tenders and lots of toys. Price: 12,000,000 EUR (VAT Paid). Joint Central Agents

# OBSESSION II

The Owner will consider a trade in of any vessel of up to 22m. Launched in 2002 by C.I.M this is a beautiful 34.20m sloop ideal for worldwide sailing. Price: 3,500,000 EUR. Joint Central Agents.



# CANNES YACHT SHOW

# MAGNUM 95

The Magnum 51' is a new model based on the popular Magnum 50' Bestia. This limited edition has incredible acceleration to a top speed of 60 knots! Price: 1,900,000 USD. Central Agents.

# LADY FERYAL

42m of versatile accommodation for up to 16 guests (12 charter) in 8 cabins. From 2003 with new paint and more in 2009.

Price: 9,500,000 USD. Joint Central Agents for sale and Central Agents for charter.





# MIMU

34.5m Codecasa MIMU's substantial decorative refit of 2009 has been complemented by a full technical refit in spring 2012. Proven Trans Atlantic range. Price: 6,950,000 USD. Central Agents for sale and charter.

# **PAOLYRE**

32.7m OCEA commuter yacht from 2008, refitted last winter including new paint job. BV classed and a successful charter yacht. Accommodates 10 guests. Price: 4,400,000 EUR. Central Agents for sale and charter.

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# ROSSINAVI 46

VIEW AT MONACO YACHT SHOW



# NEW YACHT SALES - NEW BUILD CONSULTATION & SUPERVISION

OCEAN Independence invites you to view this impressively valued steel hulled, high volume custom built 46.5 metre yacht, brought to the market through collaboration between Mulder Design, Rossinavi, Studio Spadolini and OCEAN Independence. This yacht showcases high quality finishes and well-appointed features offering an owner the option to fully customise her design. This is in contrast to a similar yacht created in fibre glass and only able to offer semi customisation. Guide price for a similar yacht is from 24,000,000 EUR. For further information please visit the OCEAN Independence stand on the T Jetty.





# CUOR DI LEONE IS BACK!

After a sell out summer charter season, and a 4,000,000+ USD refit including full repaint and W5 on the main engines, new generators etc, the 50m 1999 Benetti CUOR DI LEONE returns to the market. Crystal clear instructions from the seller that he wants the yacht sold soon! CUOR DI LEONE will be in both Cannes and Monaco yacht shows or available for earlier inspection by arrangement.

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# NOW FOR SALE



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# THE ULTIMATE NEW BENETTI WITHOUT WAITING!

This stunning 2012, 200'/61m BENETTI features a signature Evan Marshall interior comprising of 2 panoramic master suites, 4 guest staterooms, elevator to all decks, a full beam skylounge and vast open & shaded deck areas.

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# NOW FOR SALE ALSO FOR CHARTER

SOMEAN



# PASSE PARTOUT

This 42m Jongert from 2001 has a huge master suite adaptable to the new Owner's needs, a folding keel for shallow waters plus two major refits in her life. Accommodates 11 guests in 4 cabins. PASSE PARTOUT is in excellent condition and ready for extensive worldwide exploration! Price: 9,250,000 EUR (VAT Paid). Central Agents.



# **CLEAR EYES**

Reintroducing this 43m 2010 Pax Navi to the market with a 1.95m EUR price reduction! We have gained a healthy respect for this yacht, she is more than she might appear at first glance. Charterers (including an Atlantic crossing) have raved about her volume, sailing performance, solid construction and more. Price:9,000,000 EUR. Central Agents for sale and charter.

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# WERE DREAMS

Third in the much praised and admired AMELS 171 Limited Editions Series. Delivered to her Owner in April 2008 and successfully cruised far and wide since. Highly spec'd and superbly maintained without regard to cost, often said but rarely proven – except in this case. Lying in the South of France and ready for the season. Price: 29,950,000 EUR. Central Agents.



# HARBOUR ISLAND - NEW JOINT CENTRAL AGENCY

Superb high volume 55m yacht from Newcastle Shipyards and the 10th largest private yacht recently built (2011) in the USA. Generous infinity pool and split level sundeck, a raised veranda on her main aft deck and two king master staterooms – just a few of the great features to highlight. Sleeps 12 guests in 6 cabins. Price: 54,900,000 USD. Joint Central Agents.



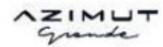




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FRASER YACHTS CONSISTENTLY SELLS MORE SUPERYACHTS THAN ANY OTHER BROKERAGE COMPANY WORLDWIDE.

2012 SALES STATISTICS: BOAT INTERNATIONAL MARKET INTELLIGENCE.

FOR FURTHER INFORMATION PLEASE CONTACT HEIN VELEMA, CEO
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